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**AN ANALYSIS OF THE AUTOMOBILE MARKET:
MODELING THE LONG-RUN DETERMINANTS
OF THE DEMAND FOR AUTOMOBILES**

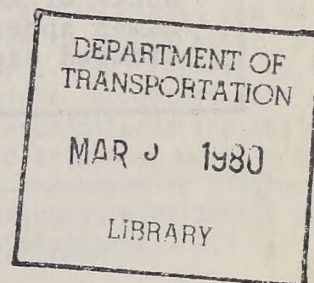
**Volume II - Simulation Analysis Using the Wharton EFA
Automobile Demand Model**

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Philadelphia PA 19104



DECEMBER 1979
FINAL REPORT



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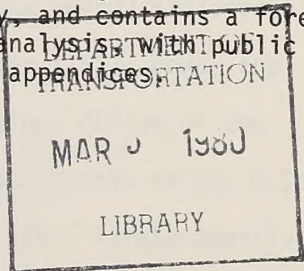
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| 16. Abstract An econometric model is developed which provides long-run policy analysis and forecasting of annual trends, for U.S. auto stock, new sales, and their composition by auto size-class. The concept of "desired" (equilibrium) stock is introduced. "Desired stock" and its composition by size-class are related to numerous economic and demographic variables using cross-section data. Among them is a new "capitalized cost per mile" measure, which expresses all costs over time relative to miles driven discounted back to the present. New registrations, total and by class, and scrappage are found to be strongly related to "desired stock relative to actual stock, with other influences operating as "speed of adjustment" factors. Fuel efficiency is analyzed in detail, relating mpg by class to physical vehicle characteristics and technological developments. Purchase prices and options expenditures are analyzed and all cost measures distinguished by foreign vs domestic origin as well as by size-class. Volume I summarizes and describes the study, and contains a forecast through 2000. Volume II contains extensive simulation analysis with public policy implications. Volume III contains data and methodology appendices. | | | | | |
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PREFACE

A research undertaking of this magnitude required the concerted efforts of many people, each of whose contributions were essential to its successful completion. The entire project was overseen by the project director, George R. Schink, who also conceived the overall structure of the model. James Savitt helped develop the approach employed, and assisted in the initial data gathering effort and equation estimation. Arthur Doud supervised the work of preparing data bases and computer systems, as well as having the main responsibility for the international modeling effort. The exogenous projections for the model's forecasts were primarily developed by Sonia Klein. The final report was written and revised by Colin Loxley, who also was responsible for the forecast and simulation analysis. The principal research assistant throughout was Brenda McCowan. Most of the typing for the final report was performed by Renee Scott. Finally, the authors wish to acknowledge the help of the TSC personnel Ron Mauri and Bob Mellman, whose critical reviews undoubtedly improved the final report. This report was originated under the Transportation Energy Efficiency Program (TEEP) at the Transportation Systems Center (TSC), under the sponsorship of the U.S. Department of Transportation, Office of the Secretary (DOT/OST). Work was completed under sponsorship of the U.S. Department of Transportation, National Highway Traffic Safety Administration (DOT/NHTSA).

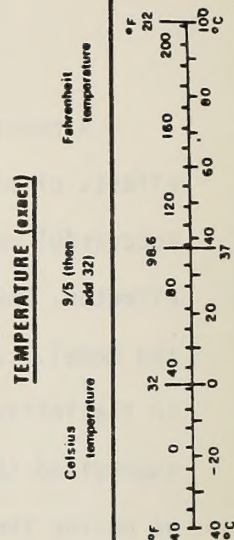
METRIC CONVERSION FACTORS

Approximate Conversions to Metric Measures

| Symbol | When You Know | Multiply by | To Find | Symbol |
|----------------------------|------------------------|----------------------------|---------------------|-----------------|
| LENGTH | | | | |
| in | inches | 2.5 | centimeters | cm |
| ft | feet | 30 | centimeters | cm |
| yd | yards | 0.9 | meters | m |
| mi | miles | 1.6 | kilometers | km |
| AREA | | | | |
| in ² | square inches | 6.5 | square centimeters | cm ² |
| ft ² | square feet | 0.09 | square meters | m ² |
| yd ² | square yards | 0.8 | square meters | m ² |
| mi ² | square miles | 2.6 | square kilometers | km ² |
| | acres | 0.4 | hectares | ha |
| MASS (weight) | | | | |
| oz | ounces | 28 | grams | g |
| lb | pounds | 0.45 | kilograms | kg |
| | short tons (2000 lb) | 0.9 | tonnes | t |
| VOLUME | | | | |
| tsp | teaspoons | 5 | milliliters | ml |
| Tbsp | tablespoons | 15 | milliliters | ml |
| fl oz | fluid ounces | 30 | milliliters | ml |
| c | cups | 0.24 | liters | l |
| pt | pints | 0.47 | liters | l |
| qt | quarts | 0.95 | liters | l |
| gal | gallons | 3.8 | liters | l |
| ft ³ | cubic feet | 0.03 | cubic meters | m ³ |
| yd ³ | cubic yards | 0.76 | cubic meters | m ³ |
| TEMPERATURE (exact) | | | | |
| °F | Fahrenheit temperature | 5/9 (after subtracting 32) | Celsius temperature | °C |

Approximate Conversions from Metric Measures

| Symbol | When You Know | Multiply by | To Find | Symbol |
|----------------------------|-----------------------------------|-------------------|------------------------|-----------------|
| LENGTH | | | | |
| mm | millimeters | 0.04 | inches | in |
| cm | centimeters | 0.4 | inches | in |
| m | meters | 3.3 | feet | ft |
| m | meters | 1.1 | yards | yd |
| km | kilometers | 0.6 | miles | mi |
| AREA | | | | |
| cm ² | square centimeters | 0.16 | square inches | in ² |
| m ² | square meters | 1.2 | square yards | yd ² |
| km ² | square kilometers | 0.4 | square miles | mi ² |
| ha | hectares (10,000 m ²) | 2.5 | acres | ac |
| MASS (weight) | | | | |
| g | grams | 0.035 | ounces | oz |
| kg | kilograms | 2.2 | pounds | lb |
| t | tonnes (1000 kg) | 1.1 | short tons | |
| VOLUME | | | | |
| ml | milliliters | 0.03 | fluid ounces | fl oz |
| l | liters | 2.1 | pints | pt |
| l | liters | 1.06 | quarts | qt |
| l | liters | 0.26 | gallons | gal |
| m ³ | cubic meters | 35 | cubic feet | ft ³ |
| m ³ | cubic meters | 1.3 | cubic yards | yd ³ |
| TEMPERATURE (exact) | | | | |
| °C | Celsius temperature | 9/5 (then add 32) | Fahrenheit temperature | °F |



* 1 in = 2.54 (exactly). For other exact conversions and more detailed tables, see NBS Misc. Publ. 286, Units of Weights and Measures, Price \$2.25, SD Catalog No. C13.10 286.

VOLUME II

SIMULATION ANALYSIS USING THE WHARTON E.F.A. AUTOMOBILE DEMAND MODEL

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5. SIMULATION ANALYSIS

5.1 INTRODUCTION

This chapter analyzes the impacts of a selected group of exogenous 'shocks' on the model system. These scenarios are produced by varying one key influence in each case. In this sense they are therefore slightly 'artificial' cases. For instance, examine the 10% gasoline price increase simulation. A federal surcharge tax of 10% might be assumed. However, to the extent that business costs were increased, the general inflation rate would be raised, increasing other auto costs and offsetting the particular effects of the gasoline increase.

Of the four simulations presented here, the first three fall into this "single - shock" category: the 10% gas price increase, the 1% increase in income, and the increased purchase tax scenario. The final simulation is a more complete 'system' analysis of the impact of a 20% OPEC price increase as against the 10% assumed for the baseline. Each simulation is discussed in the following sections 5.2 through 5.5. At the end of the chapter complete tables are presented for each case, comparing the results to the original baseline forecast.

5.2 A 10% GAS PRICE INCREASE (TABLE 5-1)

An increase in fuel costs has relatively minor overall medium - and long-term effects on total stock and new registrations, but substantially changes their distribution by size-class. 'Desired' stock is reduced below the baseline forecast by about 1/3% throughout the entire forecast period. Initially this induces a sharp fall in total new sales - over 2%

in each of the first 3 years - but this response rapidly dies away. New registrations then follow a cyclical pattern of slight divergences about the baseline path - alternately falling slightly below and then rising slightly above.

Scrappage at first shows extreme fluctuations, but then quickly settles down to a similar pattern of slow oscillations. Over the long term, both scrappage and new sales show slight reductions compared to their baseline equilibria. The impact on year-end auto stock gradually accumulates, pushing the total about 0.6% below the baseline at maximum effect in 1983. This gradually moderates until the long-term impact approaches that of desired stock - down 1/3%.

The initial reduction in vehicle miles driven is about 1%. This accumulates at first, falling 2.7% below the baseline by 1981. Then the impact of higher average fuel efficiency is felt, with mileage down about 2% in the late 1980's - early 1990's period. As the size-distribution of the stock begins to stabilize, the overall fuel efficiency rises by smaller proportions, and the decline in miles traveled once more becomes larger, reaching 2.25% by the year 2000.

Taking a 10 year view, the cumulative effect on new registrations would be a reduction of only 600,000 by 1986. The interim impact on domestic producers - because of the dominance of mid-size and full-size in their sales fleet - would be expected to be much more severe. Temporary subsidies for domestic subcompacts and compacts and perhaps special investment tax credits and unemployment benefits, might be socially and politically necessary to ease the adjustment process for the domestic industry.

In terms of fuel consumption, the changes in mileage and efficiency imply savings of about 2 billion gallons per year by 1986. Over the ten year period the savings would average about 2.6% per annum, for a cumulative total of over 20 billion gallons. With sales for automobile use estimated at around 80 billion gallons initially, and a retail gasoline price rising from around 60¢ per gallon to over \$1, a 10% tax would produce almost \$5 billion in revenues initially, rising to perhaps \$10 billion by 1986.

The impact by size-class can be traced through changes in costs per mile inducing changes in desired shares, which in turn yield changes in new registrations shares. Initially the capitalized costs per mile for both full and mid-size autos rise about 2.2%, with compacts only just behind, and subcompacts and luxury further back, with 1.8% and 1.7%, respectively. These increases are slightly reduced as the fuel efficiency improvements assumed tend to reduce the relative significance of gasoline costs. In the long-run they again tend to rise as increasing gasoline costs again overtake efficiency gains.

The net impact of these cost changes is an increase in the subcompact desired stock share of 1% point (almost 5%) and a corresponding fall in the full-size desired share of 1% point (3.5%). Trading down between mid-size and compacts leaves their desired shares virtually unchanged. As the cost per mile changes moderate, so do the desired share changes. By 1985 the desired subcompact share is 3.5% above the baseline, the compacts share is up by 1%, and full-size is down 2.9%. These changes again increase as the cost per mile changes increase - up 3.7% for subcompacts, up 1.2% for compacts, down 3.4% for full-size (in 1995).

The desired-share changes induce strong initial adjustments in new registrations. In terms of shares, subcompacts increases by almost 8% (1.7% points) and full-size's falls by almost 7% (again, 1.7% points). Hence the changes in new registration shares are initially a magnified reflection of the desired share changes. Over the longer term the new registration changes tend towards equality with the desired share changes.

In terms of levels of new sales, full-size sales are initially down 8.7%. Subcompacts increase by 5.6%. Luxury are off by 1.8%, mid-size are off by 1.7%, and compact sales are reduced 2.9%. The annual drop for full-size is about 1/4 million units for the first three years. Since the longer-term level of new sales is little changed, the percentage changes in unit terms become about the same as the changes in terms of shares.

In summary, a 10% gas price increase reduces total new registrations by 2 to 3% initially, but has little long-run impact. Total vehicle miles are reduced by over 2%, and this effect persists through 2000. However, the greatest and most durable impacts are the size-substitution effects - in the long-run the full-size share is reduced by 2 1/2 - 3 1/2% and the subcompact share is increased by 3 - 4%. There is a modest improvement in average new fleet fuel efficiency, by about 1/3% in the long-run.

5.3. A 1% INCOME INCREASE (TABLE 5-2)

This scenario analyzes the results of a 1% increase in money income. This change produces an increase in real disposable income per family unit of 1.4%, rising to 1.46% long-run. The outstanding characteristic here is the very large increase in new registrations - over 5 1/2% in the first year. This high impact elasticity of 5 1/2 may be compared to the corre-

sponding gas price elasticity of 0.2.

Once again we observe a very rapid adjustment in new sales. In fact the divergence from the baseline becomes slight after only two years. Once again the new level of sales oscillates in long swings above and below the baseline forecast. Since total scrappage also rises the change in total actual stock is modest. Nonetheless, in elasticity terms, the income effect is still greater than the gas price effect in its short-term impact on desired and actual stocks.

Income also has a strong impact on vehicle miles. The peak change is reached in 1979 (up 0.9%), which then trends downward until the late 1980's when the change falls below 0.2%. Thereafter the increase fluctuates between 0.2% and 0.3%.

As far as the size-class shares are concerned, the effects change markedly over time due to two, opposing, influences. For the first two years the "trading-up" effect of higher income is clear - the subcompact new registrations share falls significantly (an impact elasticity of 1.6), and the compact and mid-size shares also fall. There is a corresponding increase in the full-size share - a high impact elasticity of 1.8. Then rising income begins to increase the proportion of families with incomes at or above \$15,000. This has the effect of increasing the luxury share (at the expense of full-size) and increasing the sub- and compact shares. This second effect peaks in 1981. By this point subcompacts are up 1% above the baseline, compacts are up 0.6%, full-size are down 1.6% and luxury are up 1.5%.

A third phase then begins with the income distribution effect being 'washed out' by the trading-up effect. From this point onwards the luxury

share tends towards its baseline level, and the full-size share ultimately reverses its decline and rises above the baseline. The mid-size share falls progressively below the baseline, and the increases in the small-car shares are progressively eroded until they also fall below the baseline in the 1990's.

In summary, then, income fluctuations have a powerful influence on new registrations, but the effect is short-lived. A more enduring change occurs in vehicle-miles which increase in percentage terms by a factor of between 0.9 and 0.2 times the percentage income change. Finally, changes in size-classes go through three distinct phases: the short-run, favoring full-size at the expense of the smaller sizes; the medium term, when luxury and small cars gain versus full-size; and the long-run, representing a return to the initial trends, but less dramatically so.

5.4 A 5% PURCHASE TAX ON LARGE CARS (TABLE 5-3)

In this scenario we impose a 5% purchase tax on the mid-size, full-size, and luxury class vehicles. In practice, of course, there would be definitional problems involved in such a scheme and it would probably have to involve a graduated tax system. Nonetheless the simulation is extremely useful for evaluating the kinds of changes which would occur.

Let us analyze these changes in roughly the order in which they affect the model's solution. Regarding capitalized costs per mile the changes should be familiar, they are, of course, the same as presented in the elasticity discussion in Chapter 4, namely about 2% higher for mid - and full-size and somewhat more for luxury.

These relative cost changes produce dramatic shifts in the size-class

distribution of desired stock and new registrations. The desired stock share for full-size is reduced by 9% (over 2 1/2% points) initially, this decline moderating slightly to just over 8% by the mid-1980's. The change for luxury's share can be easily summarized as one-tenth of the full-size decline. Mid-size shows virtually no change. The small-car shares in desired stock rise dramatically, each increasing by almost 7% initially (over 2 1/2% points combined). These increases decline somewhat but remain over 6% throughout the forecast period.

The desired share changes, as has been discussed previously, induce even larger initial adjustments in new registration shares. Hence, for the small-car classes the increases are over 10% in the first year (over 4% points combined), while the full-size share decline is over 17% (also over 4% points). The luxury new registrations share does, however, fall proportionately to its desired share decline. All of the sales-share changes tend towards the value of their desired share changes by the mid 1980's, i.e. an equilibrium position is virtually attained some 5 to 10 years after the initiation of the tax policy.

With the shift towards the smaller, cheaper cars, the increase in average cost per mile is moderate, being approximately 0.7% for the entire period. This cost increase reduces total desired stock by just under 0.15% throughout the period. In response to this desired stock decline, new registrations fall significantly, down 4.4% in 1977. Once again the adjustment occurs very rapidly. After this initial drop new registrations show only very small movements above and below the baseline value. The fall in desired stock tends to increase the scrappage rate, but the fall in new registrations tends to push total scrappage down, the net result being a slight decline.

Once again the simulation results suggest a particularly strong impact on the domestic industry. Total full-size new registrations fall by 21% in the first year and luxury new registrations fall by over 5%. Total domestic new registrations fall by 5.8% initially if we assume no change in the competitiveness of domestic small-cars versus foreign. Foreign new registrations increase sharply, reflecting the switch to smaller cars. This effect is therefore sustained, and the increase in the overall domestic share suggested by the baseline forecast is thus restrained (but not eliminated).

The overall new fleet fuel economy does of course rise, initially quite sharply (by 1.6%). By the mid-1980's the improvement over the baseline case has dropped to 0.8% at which point it stabilizes. Total vehicle miles fall very slightly through 1982, then increase slightly, but the changes are insignificant. Total fuel consumption would therefore fall by about 1% at most.

5.5 A 20% 'OPEC' INCREASE (TABLES 5-4 and 5-5)

For this simulation we posed the question "what if the OPEC group were to raise their crude prices by 20%?" This assumption was fed into the Wharton Annual Long-Term Econometric Model, resulting in a new set of economic forecasts. This oil price increase is, quite naturally, extremely inflationary. Real growth is reduced and unemployment increased. For 1977, real GNP growth is cut to 4.4%, unemployment is help up at 7.4% and overall inflation is 6.0%. The 'after-shocks' also worsen the 1979-80 slowdown.

Subsequently, income and employment growth are reduced, and unemploy-

ment remains about 6% through 1983, a full point above the 'baseline'. The average rate of increase in the overall consumer price index, 1976-80, is 6.5% compared to 5.5% in the baseline.

Gasoline prices, naturally, experience a severe impact. For the period 1976-80 the cumulative change in the average retail price before taxes is over 56%, compared to 41% for the baseline. By 1983 the pre-tax price is double the 1975 level.

The other auto operating cost components also increase more rapidly by broadly similar proportions to the overall consumer price index. Domestic production costs jump 6.5% in 1977 (versus 6.1%) and then increase at rates 0.2 - 0.3 points higher than the baseline. Foreign export costs similarly accelerate, although the main impact is delayed until 1979-80.

The impacts of this variation primarily occur during the period 1978-1981. We have assumed, perhaps optimistically, that government policies and increased reliance on domestic energy supplies and North Sea Oil and gas will permit a gradual convergence to the previous trends described above for 1985 onwards (in terms of rates of change). The details of the new set of exogenous inputs into the Auto Model are presented in the table preceeding the simulation results.

As a result of lower real income per family, and higher prices, new registrations are reduced significantly, with 1977 being reduced by over 3%. The reductions (relative to baseline) grow to a peak 'loss' of 1/2 million units in 1981. Overall, new sales are held below the baseline forecast through 1984, with a cumulative loss of over 2 million units, equal to 3% of the cumulative new registrations total. After recovering briefly during the 1985-87 period, growth is again held down slightly below the baseline until 1993.

Scrappage is naturally reduced below the baseline forecast, especially during the late 1970's and early 1980's. The ageing affect of the stock prevents scrappage from falling too far, however, so that the net effect acts as an almost exact offset to the decline in new registrations - total stock is left virtually unchanged.

The effect on the size-class distribution of new sales is to increase subcompacts' share, initially by 4% (i.e. one percentage point). This occurs at the expense of full-size. Interestingly enough, this effect dies away as renewed economic growth brings the economy back on track. However, after this very typical pattern of action and reaction, the equilibrium emerging from the mid-1980's again indicates about a 4% increase in the subcompact share (versus the baseline), with the full-size share off between 3 to 4% (about one percentage point). Compacts and mid-size, trading off between each other and the other two sizes, show virtually no net effect whatsoever. The luxury share, as might be expected, is also unaffected.

An important factor underlying these findings is that although nominal automobile costs are increased relative to the previous case, the whole economy also undergoes higher inflation. This has two effects. First, although the average nominal cost per mile rises by almost one percentage point, the overall consumer price index also increases proportionately, leaving 'real' auto costs unchanged. In addition, the slight redistribution by size-class is sufficient to moderate the average nominal increase itself.

The second factor is that the gasoline cost effect - which would shift relative costs between classes - is virtually swamped by the general increases in purchase and options prices and transportation charges, which tend

to shift relative costs either proportionately across classes or in the opposite direction to gasoline costs. Hence, the increase in subcompact capitalized cost per mile is raised by an additional 0.9% point, while the growth in full-size cost per mile is raised by only 1.1% points - a very modest relative change.

This simulation indicates rather well the problems and hazards involved in attempting to consider all the repercussions involved in varying assumptions.

TABLE 5-1. TABLES OF SIMULATION OUTPUT, INCREASE THE
PRICE OF GASOLINE BY 10%

| TABLE | NAME | PAGE |
|-------|--|------|
| 3.00 | Summary Desired and Actual Auto Stocks New Registrations Vehicle Miles Traveled Scrappage EPA Measures of Miles Per Gallon Shares of New Registrations by Class | 5-22 |
| 3.01 | Shares by Size Class Desired Stock | 5-32 |
| 3.02 | Shares by Size Class Actual Stock | 5-37 |
| 3.03 | Shares by Size Class New Registrations, Domestic vs. Foreign | 5-42 |
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| 3.05 | Stocks by Size Class Desired | 5-52 |
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| 3.03 | Capitalized Costs Per Mile Foreign vs. Domestic | 5-67 |

TABLE 5-1. TABLES OF SIMULATION OUTPUT, INCREASE THE
PRICE OF GASOLINE BY 10% (Continued)

| TABLE . | NAME | PAGE |
|---------|---|-------|
| 3.09 | Miscellaneous | 5-72 |
| | Desired and Actual Stocks Per Family Unit | |
| | Vehicle Miles, Per Family and Per Auto | |
| | Ratios to Stock, New Registrations and Scrappage | |
| | Income Per Family | |
| | % Families With Incomes Over \$15,000 | |
| 3.10 | Miles Per Gallon | 5-77 |
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| | New Fleet by Class | |
| 3.11 | Miles Per Gallon | 5-82 |
| | Foreign vs. Domestic | |
| 3.12 | Domestic and Foreign Auto Prices | 5-87 |
| | Total Domestic Prices | |
| | Total Foreign Prices | |
| 3.13 | Used Car Market | 5-92 |
| | Average Wholesale Price | |
| | Price Relatives | |
| | Used Car Volume | |
| 3.14 | Unadjusted Shares by Size Class | 5-97 |
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| 3.15 | Unadjusted Shares by Size Class | 5-102 |
| | New Registrations | |

TABLE 5-2. TABLES OF SIMULATION OUTPUT, INCREASE NOMINAL
PERSONAL INCOME BY 1%

| TABLE | NAME | PAGE |
|-------|--|-------|
| 3.00 | Summary Desired and Actual Auto Stocks New Registrations Vehicle Miles Traveled Scrappage EPA Measures of Miles Per Gallon Shares of New Registrations by Class | 5-107 |
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| 3.05 | Stocks by Size Class Desired | 5-137 |
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TABLE 5-2. TABLES OF SIMULATION OUTPUT, INCREASE NOMINAL
PERSONAL INCOME BY 1% (Continued)

| TABLE | NAME | PAGE |
|-------|--|-------|
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TABLE 5-3. TABLES OF SIMULATION OUTPUT, IMPOSE A
5% PURCHASE TAX ON LARGE AUTOS

| TABLE | NAME | PAGE |
|-------|--|-------|
| 3.00 | Summary Desired and Actual Auto Stocks New Registrations Vehicle Miles Traveled Scrappage EPA Measures of Miles Per Gallon Shares of New Registrations by Class | 5-192 |
| 3.01 | Shares by Size Class Desired Stock | 5-202 |
| 3.02 | Shares by Size Class Actual Stock | 5-207 |
| 3.03 | Shares by Size Class New Registrations, Domestic vs. Foreign | 5-212 |
| 3.04 | New Registrations by Size Class | 5-217 |
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TABLE 5-3. TABLES OF SIMULATION OUTPUT, IMPOSE A 5%
PURCHASE TAX ON LARGE AUTOS (Continued)

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|-------|---|-------|
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20% OPEC INCREASE

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|-------|--|-------|
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20% OPEC INCREASE

| TABLE | NAME | PAGE |
|-------|--|-------|
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TABLE 5-5. TABLES OF FORECAST OUTPUT, 20%
OPEC INCREASE (Continued)

| TABLE | NAME | PAGE |
|-------|---|-------|
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TABLE 5-5. TABLES OF FORECAST OUTPUT, 20%
OPEC INCREASE (Continued)

| TABLE | NAME | PAGE |
|-------|--|-------|
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ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.00 SUMMARY

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | DETERMINED STOCK OF AUTOS | | | | | | |
| 2 | ALTERNATE | 93,841 | 97,155 | 99,923 | 102,919 | 104,931 | 106,816 |
| 3 | BASELINE | 93,841 | 97,155 | 100,261 | 103,261 | 105,273 | 107,157 |
| 4 | DIFFERENCE | 0.0 | 0.0 | -0.338 | -0.342 | -0.342 | -0.341 |
| 5 | % DIFFERENCE | 0.0 | 0.0 | -0.34 | -0.33 | -0.33 | -0.32 |
| 6 | | | | | | | |
| 7 | ACTUAL YEAR-END STOCK OF AUTOS | | | | | | |
| 8 | ALTERNATE | 96,64 | 100,01 | 102,79 | 105,85 | 106,82 | 106,83 |
| 9 | BASELINE | 96,64 | 100,01 | 102,73 | 105,60 | 106,57 | 107,13 |
| 10 | DIFFERENCE | 0.0 | 0.0 | 0.06 | 0.25 | 0.25 | -0.31 |
| 11 | % DIFFERENCE | 0.0 | 0.0 | 0.05 | 0.24 | 0.23 | -0.28 |
| 12 | | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | ALTERNATE | 8,261 | 10,231 | 11,014 | 11,243 | 11,145 | 11,598 |
| 15 | BASELINE | 8,261 | 10,231 | 11,253 | 11,586 | 11,476 | 11,653 |
| 16 | DIFFERENCE | 0.0 | 0.0 | -0.240 | -0.344 | -0.331 | -0.056 |
| 17 | % DIFFERENCE | 0.0 | 0.0 | -2.13 | -2.97 | -2.89 | -0.48 |
| 18 | | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | ALTERNATE | 1,502 | 1,478 | 1,602 | 1,580 | 1,535 | 1,569 |
| 21 | BASELINE | 1,502 | 1,478 | 1,538 | 1,536 | 1,502 | 1,510 |
| 22 | DIFFERENCE | 0.0 | 0.0 | 0.064 | 0.044 | 0.033 | 0.059 |
| 23 | % DIFFERENCE | 0.0 | 0.0 | 4.16 | 2.84 | 2.17 | 3.90 |
| 24 | | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | ALTERNATE | 6,759 | 8,754 | 9,412 | 9,663 | 9,610 | 10,029 |
| 27 | BASELINE | 6,759 | 8,754 | 9,715 | 10,051 | 9,974 | 10,144 |
| 28 | DIFFERENCE | 0.0 | 0.0 | -0.304 | -0.387 | -0.364 | -0.114 |
| 29 | % DIFFERENCE | 0.0 | 0.0 | -3.13 | -3.86 | -3.65 | -1.13 |
| 30 | | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | ALTERNATE | 1029.7 | 1027.2 | 1020.8 | 1033.5 | 1058.4 | 1072.0 |
| 33 | BASELINE | 1029.7 | 1027.2 | 1040.7 | 1054.2 | 1081.4 | 1099.4 |
| 34 | DIFFERENCE | 0.0 | 0.0 | -19.9 | -20.8 | -23.0 | -27.4 |
| 35 | % DIFFERENCE | 0.0 | 0.0 | -1.92 | -1.97 | -2.13 | -2.49 |
| 36 | | | | | | | |
| 37 | SCRAPAGE OF AUTOS | | | | | | |
| 38 | ALTERNATE | 5,541 | 6,870 | 8,231 | 8,179 | 10,173 | 11,594 |
| 39 | BASELINE | 5,541 | 6,870 | 8,527 | 8,717 | 10,503 | 11,095 |
| 40 | DIFFERENCE | 0.0 | 0.0 | -0.296 | -0.538 | -0.330 | -0.499 |
| 41 | % DIFFERENCE | 0.0 | 0.0 | -3.47 | -6.18 | -3.14 | -4.49 |
| 42 | | | | | | | |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | ALTERNATE | 16.14 | 16.65 | 17.47 | 18.24 | 18.95 | 19.72 |
| 45 | BASELINE | 16.14 | 16.65 | 17.38 | 18.16 | 18.87 | 19.65 |
| 46 | DIFFERENCE | 0.0 | 0.0 | 0.08 | 0.08 | 0.08 | 0.07 |
| 47 | % DIFFERENCE | 0.0 | 0.0 | 0.48 | 0.42 | 0.40 | 0.37 |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------|------|------|------|------|------|------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | ALTERNATE | | | | | | |
| 3 | BASELINE | | | | | | |
| 4 | DIFFERENCE | | | | | | |
| 5 | 1% DIFFERENCE | | | | | | |
| 6 | | | | | | | |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | ALTERNATE | | | | | | |
| 9 | BASELINE | | | | | | |
| 10 | DIFFERENCE | | | | | | |
| 11 | 1% DIFFERENCE | | | | | | |
| 12 | | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | ALTERNATE | | | | | | |
| 15 | BASELINE | | | | | | |
| 16 | DIFFERENCE | | | | | | |
| 17 | 1% DIFFERENCE | | | | | | |
| 18 | | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | ALTERNATE | | | | | | |
| 21 | BASELINE | | | | | | |
| 22 | DIFFERENCE | | | | | | |
| 23 | 1% DIFFERENCE | | | | | | |
| 24 | | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | ALTERNATE | | | | | | |
| 27 | BASELINE | | | | | | |
| 28 | DIFFERENCE | | | | | | |
| 29 | 1% DIFFERENCE | | | | | | |
| 30 | | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | ALTERNATE | | | | | | |
| 33 | BASELINE | | | | | | |
| 34 | DIFFERENCE | | | | | | |
| 35 | 1% DIFFERENCE | | | | | | |
| 36 | | | | | | | |
| 37 | SCRAPAGE OF AUTOS | | | | | | |
| 38 | ALTERNATE | | | | | | |
| 39 | BASELINE | | | | | | |
| 40 | DIFFERENCE | | | | | | |
| 41 | 1% DIFFERENCE | | | | | | |
| 42 | | | | | | | |
| 43 | DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | ALTERNATE | | | | | | |
| 45 | BASELINE | | | | | | |
| 46 | DIFFERENCE | | | | | | |
| 47 | 1% DIFFERENCE | | | | | | |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | UNDESIRED STOCK OF AUTOS | | | | | | |
| 2 | INITIALTERMINATE | 120,090 | 121,549 | 122,868 | 124,142 | 125,504 | 126,672 |
| 3 | BASELINE | 120,482 | 121,946 | 123,271 | 124,549 | 125,918 | 127,092 |
| 4 | DIFFERENCE | -0,392 | -0,397 | -0,403 | -0,407 | -0,414 | -0,420 |
| 5 | % DIFFERENCE | -0,33 | -0,33 | -0,33 | -0,33 | -0,33 | -0,33 |
| 6 | FACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 7 | INITIALTERMINATE | 119,72 | 121,02 | 122,01 | 122,82 | 123,76 | 124,61 |
| 8 | BASELINE | 120,09 | 121,33 | 122,28 | 123,09 | 124,05 | 124,94 |
| 9 | DIFFERENCE | -0,37 | -0,31 | -0,28 | -0,27 | -0,29 | -0,33 |
| 10 | % DIFFERENCE | -0,31 | -0,26 | -0,23 | -0,22 | -0,23 | -0,27 |
| 11 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 12 | INITIALTERMINATE | 12,246 | 12,445 | 12,732 | 13,083 | 13,158 | 13,241 |
| 13 | BASELINE | 12,295 | 12,525 | 12,834 | 13,144 | 13,261 | 13,324 |
| 14 | DIFFERENCE | -0,049 | -0,080 | -0,102 | -0,110 | -0,102 | -0,083 |
| 15 | % DIFFERENCE | -0,40 | -0,64 | -0,79 | -0,84 | -0,77 | -0,62 |
| 16 | FOR FOREIGN NEW REGIS. | | | | | | |
| 17 | INITIALTERMINATE | 1,480 | 1,519 | 1,557 | 1,618 | 1,636 | 1,650 |
| 18 | BASELINE | 1,449 | 1,489 | 1,528 | 1,586 | 1,602 | 1,613 |
| 19 | DIFFERENCE | 0,031 | 0,030 | 0,029 | 0,031 | 0,034 | 0,037 |
| 20 | % DIFFERENCE | 2,16 | 2,01 | 1,89 | 1,97 | 2,12 | 2,32 |
| 21 | DOMESTIC NEW REGIS. | | | | | | |
| 22 | INITIALTERMINATE | 10,766 | 10,927 | 11,175 | 11,465 | 11,522 | 11,590 |
| 23 | BASELINE | 10,846 | 11,037 | 11,305 | 11,607 | 11,658 | 11,711 |
| 24 | DIFFERENCE | -0,080 | -0,110 | -0,131 | -0,142 | -0,136 | -0,121 |
| 25 | % DIFFERENCE | -0,74 | -1,00 | -1,16 | -1,22 | -1,17 | -1,03 |
| 26 | VEHICLE MILES TRAVELED | | | | | | |
| 27 | INITIALTERMINATE | 1224,7 | 1236,3 | 1246,6 | 1256,8 | 1266,9 | 1278,7 |
| 28 | BASELINE | 1249,3 | 1261,0 | 1271,9 | 1283,2 | 1294,7 | 1307,9 |
| 29 | DIFFERENCE | -24,7 | -24,7 | -25,3 | -26,4 | -27,8 | -29,2 |
| 30 | % DIFFERENCE | -1,98 | -1,96 | -1,99 | -2,06 | -2,15 | -2,23 |
| 31 | SCRAPAGE OF AUTOS | | | | | | |
| 32 | INITIALTERMINATE | 10,606 | 11,147 | 11,741 | 12,265 | 12,223 | 12,389 |
| 33 | BASELINE | 10,728 | 11,287 | 11,880 | 12,383 | 12,303 | 12,429 |
| 34 | DIFFERENCE | -0,121 | -0,140 | -0,138 | -0,118 | -0,080 | -0,040 |
| 35 | % DIFFERENCE | -1,13 | -1,24 | -1,17 | -0,95 | -0,65 | -0,32 |
| 36 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 37 | INITIALTERMINATE | 23,49 | 23,86 | 24,24 | 24,64 | 24,83 | 25,02 |
| 38 | BASELINE | 23,44 | 23,81 | 24,18 | 24,58 | 24,77 | 24,96 |
| 39 | DIFFERENCE | 0,05 | 0,05 | 0,06 | 0,06 | 0,06 | 0,07 |
| 40 | % DIFFERENCE | 0,22 | 0,23 | 0,24 | 0,25 | 0,26 | 0,26 |

TABLE 3.00 SUMMARY

| LINE | T I T L E | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | ALTERNATE | 127,691 | 128,636 | 129,534 | 130,430 | 131,287 | 132,114 |
| 3 | BASELINE | 128,115 | 129,067 | 129,968 | 130,869 | 131,731 | 132,563 |
| 4 | DIFFERENCE | -0,425 | -0,429 | -0,434 | -0,439 | -0,444 | -0,449 |
| 5 | % DIFFERENCE | -0,33 | -0,33 | -0,33 | -0,34 | -0,34 | -0,34 |
| 6 | | | | | | | |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | ALTERNATE | 125,45 | 126,27 | 127,12 | 128,04 | 129,00 | 129,90 |
| 9 | BASELINE | 125,84 | 126,72 | 127,60 | 128,54 | 129,51 | 130,38 |
| 10 | DIFFERENCE | -0,39 | -0,44 | -0,48 | -0,50 | -0,50 | -0,49 |
| 11 | % DIFFERENCE | -0,31 | -0,35 | -0,38 | -0,39 | -0,39 | -0,37 |
| 12 | | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | ALTERNATE | 13,381 | 13,543 | 13,636 | 13,786 | 13,785 | 13,830 |
| 15 | BASELINE | 13,439 | 13,578 | 13,654 | 13,797 | 13,798 | 13,853 |
| 16 | DIFFERENCE | -0,059 | -0,035 | -0,018 | -0,011 | -0,014 | -0,023 |
| 17 | % DIFFERENCE | -0,44 | -0,26 | -0,13 | -0,08 | -0,10 | -0,17 |
| 18 | | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | ALTERNATE | 1,664 | 1,677 | 1,686 | 1,687 | 1,676 | 1,675 |
| 21 | BASELINE | 1,623 | 1,632 | 1,638 | 1,638 | 1,628 | 1,628 |
| 22 | DIFFERENCE | 0,041 | 0,045 | 0,048 | 0,049 | 0,048 | 0,047 |
| 23 | % DIFFERENCE | 2,155 | 2,76 | 2,90 | 2,98 | 2,97 | 2,92 |
| 24 | | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | ALTERNATE | 11,717 | 11,865 | 11,950 | 12,098 | 12,108 | 12,155 |
| 27 | BASELINE | 11,817 | 11,945 | 12,016 | 12,158 | 12,171 | 12,226 |
| 28 | DIFFERENCE | -0,100 | -0,080 | -0,065 | -0,060 | -0,062 | -0,071 |
| 29 | % DIFFERENCE | -0,85 | -0,67 | -0,54 | -0,49 | -0,51 | -0,58 |
| 30 | | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | ALTERNATE | 129,13 | 130,41 | 1317,2 | 1330,1 | 1342,8 | 1354,1 |
| 33 | BASELINE | 132,15 | 1335,0 | 1348,5 | 1361,3 | 1373,9 | 1384,9 |
| 34 | DIFFERENCE | -3,03 | -31,0 | -31,3 | -31,3 | -31,0 | -30,7 |
| 35 | % DIFFERENCE | -2,29 | -2,32 | -2,32 | -2,30 | -2,26 | -2,22 |
| 36 | | | | | | | |
| 37 | SCRAPAGE OF AUTOS | | | | | | |
| 38 | ALTERNATE | 12,544 | 12,715 | 12,791 | 12,870 | 12,817 | 12,937 |
| 39 | BASELINE | 12,548 | 12,697 | 12,770 | 12,861 | 12,829 | 12,974 |
| 40 | DIFFERENCE | -0,004 | 0,018 | 0,021 | 0,009 | -0,013 | -0,037 |
| 41 | % DIFFERENCE | -0,03 | 0,14 | 0,17 | 0,07 | -0,10 | -0,29 |
| 42 | | | | | | | |
| 43 | DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | ALTERNATE | 25,20 | 25,37 | 25,55 | 25,72 | 25,89 | 26,06 |
| 45 | BASELINE | 25,13 | 25,31 | 25,48 | 25,65 | 25,82 | 25,99 |
| 46 | DIFFERENCE | 0,07 | 0,07 | 0,07 | 0,07 | 0,07 | 0,07 |
| 47 | % DIFFERENCE | 0,26 | 0,27 | 0,27 | 0,27 | 0,27 | 0,27 |

TABLE 3.00 SUMMARY

| LINE | 1 T F M | 1999 | 2000 |
|---------------------------------|------------|---------|---------|
| UNDESIGNED STOCK OF AUTOS | MILL AUTOS | | |
| 21ALTERNATE | | 132,914 | 133,616 |
| 31BASELINE | | 133,368 | 134,075 |
| 41DIFFERENCE | | -0,454 | -0,458 |
| 51X DIFFERENCE | | -0,34 | -0,34 |
| 61 | | | |
| 71ACTUAL YR-END STOCK OF AUTOS | MILL AUTOS | | |
| 81ALTERNATE | | 130,73 | 131,45 |
| 91BASELINE | | 131,19 | 131,90 |
| 101DIFFERENCE | | -0,47 | -0,45 |
| 111X DIFFERENCE | | -0,36 | -0,34 |
| 121 | | | |
| 131NEW REGISTRATIONS OF AUTOS | MILL AUTOS | | |
| 141ALTERNATE | | 13,904 | 13,948 |
| 151BASELINE | | 13,940 | 13,997 |
| 161DIFFERENCE | | -0,036 | -0,049 |
| 171X DIFFERENCE | | -0,26 | -0,35 |
| 181 | | | |
| 191 FOREIGN NEW REGIS. | MILL AUTOS | | |
| 201ALTERNATE | | 1,676 | 1,669 |
| 211BASELINE | | 1,630 | 1,624 |
| 221DIFFERENCE | | 0,046 | 0,045 |
| 231X DIFFERENCE | | 2,84 | 2,77 |
| 241 | | | |
| 251 DOMESTIC NEW REGIS. | MILL AUTOS | | |
| 261ALTERNATE | | 12,228 | 12,279 |
| 271BASELINE | | 12,311 | 12,373 |
| 281DIFFERENCE | | -0,083 | -0,094 |
| 291X DIFFERENCE | | -0,67 | -0,76 |
| 301 | | | |
| 311VEHICLE MILES TRAVELED | MILL MILES | | |
| 321ALTERNATE | | 1364,2 | 1371,8 |
| 331BASELINE | | 1394,6 | 1402,1 |
| 341DIFFERENCE | | -30,5 | -30,4 |
| 351X DIFFERENCE | | -2,19 | -2,16 |
| 361 | | | |
| 371SCRAPPAGE OF AUTOS | MILL AUTOS | | |
| 381ALTERNATE | | 13,074 | 13,220 |
| 391BASELINE | | 13,130 | 13,289 |
| 401DIFFERENCE | | -0,056 | -0,069 |
| 411X DIFFERENCE | | -0,43 | -0,52 |
| 421 | | | |
| 431NEW DOMESTIC EPA TEST M.P.G. | | | |
| 441ALTERNATE | | 26,24 | 26,41 |
| 451BASELINE | | 26,17 | 26,33 |
| 461DIFFERENCE | | 0,07 | 0,07 |
| 471X DIFFERENCE | | 0,27 | 0,27 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | UNIT | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|---------------------------------|--------------|-------|-------|--------|--------|--------|--------|
| LINE AUTOS FLEET M.P.G. (EPA) | | | | | | | |
| 21 | ALTERNATE | 17,15 | 17,45 | 18,24 | 18,97 | 19,59 | 20,30 |
| 31 | BASELINE | 17,15 | 17,45 | 18,10 | 18,84 | 19,48 | 20,20 |
| 41 | DIFFERENCE | 0,0 | 0,0 | 0,14 | 0,13 | 0,12 | 0,10 |
| 51 | % DIFFERENCE | 0,0 | 0,0 | 0,76 | 0,67 | 0,59 | 0,52 |
| 71 NEW DOMESTIC AUTOS M.P.G. | | | | | | | |
| 81 | ALTERNATE | 16,12 | 16,60 | 17,38 | 18,12 | 18,80 | 19,53 |
| 91 | BASELINE | 16,12 | 16,60 | 17,30 | 18,05 | 18,72 | 19,46 |
| 101 | DIFFERENCE | 0,0 | 0,0 | 0,08 | 0,08 | 0,07 | 0,07 |
| 111 | % DIFFERENCE | 0,0 | 0,0 | 0,48 | 0,42 | 0,40 | 0,37 |
| 121 NEW FOREIGN AUTOS M.P.G. | | | | | | | |
| 131 | ALTERNATE | 24,10 | 24,95 | 25,63 | 26,54 | 26,70 | 27,11 |
| 141 | BASELINE | 24,10 | 24,95 | 25,56 | 26,47 | 26,64 | 27,06 |
| 151 | DIFFERENCE | 0,0 | 0,0 | 0,07 | 0,07 | 0,06 | 0,05 |
| 161 | % DIFFERENCE | 0,0 | 0,0 | 0,27 | 0,26 | 0,23 | 0,20 |
| 201 SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 211 | SURCOMPACT | | | | | | |
| 221 | ALTERNATE | 0,291 | 0,230 | 0,234 | 0,225 | 0,218 | 0,211 |
| 231 | BASELINE | 0,291 | 0,230 | 0,217 | 0,210 | 0,205 | 0,200 |
| 241 | DIFFERENCE | 0,0 | 0,0 | 0,017 | 0,015 | 0,013 | 0,011 |
| 251 | % DIFFERENCE | 0,0 | 0,0 | 7,85 | 7,30 | 6,36 | 5,36 |
| 271 COMPACT | | | | | | | |
| 281 | ALTERNATE | 0,219 | 0,197 | 0,189 | 0,181 | 0,195 | 0,205 |
| 291 | BASELINE | 0,219 | 0,197 | 0,190 | 0,182 | 0,195 | 0,203 |
| 301 | DIFFERENCE | 0,0 | 0,0 | -0,001 | -0,001 | 0,000 | 0,001 |
| 311 | % DIFFERENCE | 0,0 | 0,0 | -0,76 | -0,57 | 0,14 | 0,61 |
| 331 MID-SIZE | | | | | | | |
| 341 | ALTERNATE | 0,228 | 0,284 | 0,252 | 0,235 | 0,226 | 0,226 |
| 351 | BASELINE | 0,228 | 0,284 | 0,251 | 0,234 | 0,225 | 0,225 |
| 361 | DIFFERENCE | 0,0 | 0,0 | 0,001 | 0,001 | 0,001 | 0,001 |
| 371 | % DIFFERENCE | 0,0 | 0,0 | 0,44 | 0,47 | 0,43 | 0,33 |
| 391 FULL-SIZE | | | | | | | |
| 401 | ALTERNATE | 0,169 | 0,198 | 0,236 | 0,271 | 0,271 | 0,266 |
| 411 | BASELINE | 0,169 | 0,198 | 0,253 | 0,286 | 0,285 | 0,279 |
| 421 | DIFFERENCE | 0,0 | 0,0 | -0,017 | -0,016 | -0,015 | -0,013 |
| 431 | % DIFFERENCE | 0,0 | 0,0 | -6,71 | -5,48 | -5,08 | -4,61 |
| 451 LUXURY | | | | | | | |
| 461 | ALTERNATE | 0,093 | 0,091 | 0,089 | 0,089 | 0,091 | 0,092 |
| 471 | BASELINE | 0,093 | 0,091 | 0,089 | 0,088 | 0,091 | 0,092 |
| 481 | DIFFERENCE | 0,0 | 0,0 | 0,000 | 0,000 | 0,000 | 0,000 |
| 491 | % DIFFERENCE | 0,0 | 0,0 | 0,33 | 0,34 | 0,26 | 0,14 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | J T F M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------------------------------|---------|--------|--------|--------|--------|--------|--------|
| 11000 AUTOS FLEET M.P.G. (FPA) | | | | | | | |
| 2101 ALTERNATE | | 20.81 | 21.36 | 21.92 | 22.51 | 23.00 | 23.36 |
| 3101 BASELINE | | 20.72 | 21.27 | 21.85 | 22.44 | 22.94 | 23.30 |
| 4101 DIFFERENCE | | 0.10 | 0.09 | 0.08 | 0.07 | 0.06 | 0.07 |
| 5101 DIFFERENCE | | 0.46 | 0.41 | 0.35 | 0.30 | 0.27 | 0.28 |
| 61 NEW DOMESTIC AUTOS M.P.G. | | | | | | | |
| 7101 ALTERNATE | | 20.11 | 20.67 | 21.26 | 21.88 | 22.40 | 22.73 |
| 8101 BASELINE | | 20.04 | 20.60 | 21.20 | 21.83 | 22.35 | 22.68 |
| 9101 DIFFERENCE | | 0.07 | 0.06 | 0.06 | 0.05 | 0.05 | 0.05 |
| 1101 DIFFERENCE | | 0.35 | 0.31 | 0.27 | 0.24 | 0.21 | 0.22 |
| 121 NEW FOREIGN AUTOS M.P.G. | | | | | | | |
| 13101 ALTERNATE | | 27.32 | 27.77 | 28.05 | 28.47 | 28.75 | 29.27 |
| 14101 BASELINE | | 27.27 | 27.72 | 28.01 | 28.44 | 28.72 | 29.23 |
| 15101 DIFFERENCE | | 0.05 | 0.05 | 0.04 | 0.04 | 0.04 | 0.04 |
| 16101 DIFFERENCE | | 0.17 | 0.16 | 0.14 | 0.14 | 0.12 | 0.13 |
| 201 SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 211 SUBCOMPACT | | | | | | | |
| 221 ALTERNATE | | 0.197 | 0.194 | 0.189 | 0.183 | 0.177 | 0.181 |
| 231 BASELINE | | 0.189 | 0.186 | 0.183 | 0.177 | 0.172 | 0.176 |
| 241 DIFFERENCE | | 0.009 | 0.008 | 0.007 | 0.006 | 0.005 | 0.006 |
| 251 DIFFERENCE | | 4.65 | 4.20 | 3.71 | 3.33 | 3.10 | 3.15 |
| 271 COMPACT | | | | | | | |
| 281 ALTERNATE | | 0.214 | 0.212 | 0.211 | 0.210 | 0.208 | 0.207 |
| 291 BASELINE | | 0.212 | 0.210 | 0.209 | 0.208 | 0.206 | 0.205 |
| 3101 DIFFERENCE | | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 |
| 321 DIFFERENCE | | 1.08 | 1.05 | 1.07 | 1.08 | 1.09 | 1.08 |
| 331 MID-SIZE | | | | | | | |
| 341 ALTERNATE | | 0.228 | 0.227 | 0.227 | 0.227 | 0.226 | 0.229 |
| 351 BASELINE | | 0.227 | 0.226 | 0.226 | 0.227 | 0.226 | 0.229 |
| 3701 DIFFERENCE | | 0.001 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 381 DIFFERENCE | | 0.30 | 0.22 | 0.16 | 0.12 | 0.10 | 0.13 |
| 401 FULL-SIZE | | | | | | | |
| 411 ALTERNATE | | 0.267 | 0.273 | 0.278 | 0.284 | 0.292 | 0.284 |
| 421 BASELINE | | 0.279 | 0.284 | 0.288 | 0.293 | 0.299 | 0.292 |
| 431 DIFFERENCE | | -0.012 | -0.011 | -0.009 | -0.008 | -0.008 | -0.008 |
| 441 DIFFERENCE | | -4.22 | -3.70 | -3.24 | -2.85 | -2.58 | -2.73 |
| 451 LUXURY | | | | | | | |
| 461 ALTERNATE | | 0.093 | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 |
| 471 BASELINE | | 0.093 | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 |
| 491 DIFFERENCE | | 0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 501 DIFFERENCE | | 0.05 | -0.01 | -0.05 | -0.08 | -0.08 | -0.07 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 2 | 1% ALTERNATE | 23.69 | 24.05 | 24.40 | 24.77 | 24.94 | 25.11 |
| 3 | 3% BASELINE | 23.62 | 23.98 | 24.32 | 24.69 | 24.86 | 25.03 |
| 4 | 5% DIFFERENCE | 0.07 | 0.07 | 0.07 | 0.08 | 0.08 | 0.08 |
| 5 | 5% DIFFERENCE | 0.26 | 0.29 | 0.30 | 0.32 | 0.33 | 0.33 |
| 6 | | | | | | | |
| 7 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 8 | 1% ALTERNATE | 23.06 | 23.40 | 23.75 | 24.11 | 24.27 | 24.43 |
| 9 | 3% BASELINE | 23.01 | 23.35 | 23.69 | 24.05 | 24.21 | 24.37 |
| 10 | 5% DIFFERENCE | 0.05 | 0.05 | 0.06 | 0.06 | 0.06 | 0.06 |
| 11 | 5% DIFFERENCE | 0.22 | 0.23 | 0.24 | 0.25 | 0.26 | 0.26 |
| 12 | | | | | | | |
| 13 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 14 | 1% ALTERNATE | 29.59 | 30.07 | 30.35 | 30.79 | 31.00 | 31.21 |
| 15 | 3% BASELINE | 29.56 | 30.04 | 30.31 | 30.75 | 30.96 | 31.17 |
| 16 | 5% DIFFERENCE | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |
| 17 | 5% DIFFERENCE | 0.12 | 0.13 | 0.13 | 0.14 | 0.14 | 0.14 |
| 18 | | | | | | | |
| 19 | | | | | | | |
| 20 | SHARE OF NEW REGISTRATIONS | | | | | | |
| 21 | 1% SUBCOMPACT | | | | | | |
| 22 | 1% ALTERNATE | 0.182 | 0.184 | 0.184 | 0.186 | 0.188 | 0.188 |
| 23 | 3% BASELINE | 0.176 | 0.178 | 0.178 | 0.180 | 0.181 | 0.181 |
| 24 | 5% DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 | 0.007 |
| 25 | 5% DIFFERENCE | 3.14 | 3.25 | 3.30 | 3.46 | 3.57 | 3.62 |
| 26 | | | | | | | |
| 27 | 1% COMPACT | | | | | | |
| 28 | 1% ALTERNATE | 0.207 | 0.206 | 0.207 | 0.206 | 0.206 | 0.206 |
| 29 | 3% BASELINE | 0.205 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 30 | 5% DIFFERENCE | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 |
| 31 | 5% DIFFERENCE | 1.12 | 1.12 | 1.15 | 1.13 | 1.14 | 1.15 |
| 32 | | | | | | | |
| 33 | 1% MID-SIZE | | | | | | |
| 34 | 1% ALTERNATE | 0.232 | 0.233 | 0.234 | 0.237 | 0.236 | 0.238 |
| 35 | 3% BASELINE | 0.231 | 0.233 | 0.234 | 0.236 | 0.235 | 0.237 |
| 36 | 5% DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 |
| 37 | 5% DIFFERENCE | 0.15 | 0.18 | 0.21 | 0.23 | 0.25 | 0.26 |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | 1% FULL-SIZE | | | | | | |
| 41 | 1% ALTERNATE | 0.281 | 0.277 | 0.274 | 0.269 | 0.267 | 0.264 |
| 42 | 3% BASELINE | 0.289 | 0.285 | 0.282 | 0.278 | 0.277 | 0.273 |
| 43 | 5% DIFFERENCE | -0.008 | -0.008 | -0.009 | -0.009 | -0.009 | -0.010 |
| 44 | 5% DIFFERENCE | -2.81 | -2.96 | -3.09 | -3.28 | -3.40 | -3.50 |
| 45 | | | | | | | |
| 46 | 1% LUXURY | | | | | | |
| 47 | 1% ALTERNATE | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 |
| 48 | 3% BASELINE | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 |
| 49 | 5% DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 50 | 5% DIFFERENCE | -0.05 | -0.02 | 0.00 | 0.02 | 0.04 | 0.04 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | T I T L E | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|----------------------------------|--------|--------|--------|--------|--------|--------|
| 111 | 111 NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 21 | 21 ALTERNATE | 25.27 | 25.42 | 25.57 | 25.71 | 25.85 | 26.01 |
| 31 | 31 BASELINE | 25.18 | 25.33 | 25.48 | 25.62 | 25.76 | 25.92 |
| 41 | 41 DIFFERENCE | 0.08 | 0.09 | 0.09 | 0.09 | 0.09 | 0.09 |
| 51 | 51% DIFFERENCE | 0.34 | 0.34 | 0.34 | 0.34 | 0.34 | 0.35 |
| 61 | 61 NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 71 | 71 ALTERNATE | 24.58 | 24.73 | 24.88 | 25.02 | 25.17 | 25.32 |
| 81 | 81 BASELINE | 24.52 | 24.66 | 24.81 | 24.96 | 25.10 | 25.25 |
| 91 | 91 DIFFERENCE | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 |
| 101 | 101% DIFFERENCE | 0.27 | 0.27 | 0.27 | 0.27 | 0.27 | 0.27 |
| 111 | 111 NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 121 | 121 ALTERNATE | 31.41 | 31.61 | 31.81 | 32.01 | 32.20 | 32.40 |
| 131 | 131 BASELINE | 31.37 | 31.56 | 31.76 | 31.96 | 32.15 | 32.35 |
| 141 | 141 DIFFERENCE | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| 151 | 151% DIFFERENCE | 0.15 | 0.15 | 0.15 | 0.16 | 0.16 | 0.16 |
| 161 | 161 SHARE OF NEW REGISTRATIONS: | | | | | | |
| 171 | 171 SUBCOMPACT | | | | | | |
| 181 | 181 ALTERNATE | 0.187 | 0.186 | 0.185 | 0.183 | 0.181 | 0.180 |
| 191 | 191 BASELINE | 0.181 | 0.179 | 0.179 | 0.176 | 0.174 | 0.173 |
| 201 | 201 DIFFERENCE | 0.007 | 0.007 | 0.007 | 0.007 | 0.007 | 0.007 |
| 211 | 211% DIFFERENCE | 3.67 | 3.71 | 3.73 | 3.77 | 3.80 | 3.82 |
| 221 | 221 COMPACT | | | | | | |
| 231 | 231 ALTERNATE | 0.206 | 0.206 | 0.206 | 0.206 | 0.206 | 0.206 |
| 241 | 241 BASELINE | 0.204 | 0.203 | 0.203 | 0.203 | 0.203 | 0.204 |
| 251 | 251 DIFFERENCE | 0.002 | 0.002 | 0.003 | 0.003 | 0.003 | 0.003 |
| 261 | 261% DIFFERENCE | 1.18 | 1.21 | 1.24 | 1.27 | 1.31 | 1.33 |
| 271 | 271 MID-SIZE | | | | | | |
| 281 | 281 ALTERNATE | 0.238 | 0.239 | 0.239 | 0.239 | 0.239 | 0.239 |
| 291 | 291 BASELINE | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 |
| 301 | 301 DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 311 | 311% DIFFERENCE | 0.27 | 0.28 | 0.28 | 0.28 | 0.29 | 0.29 |
| 321 | 321 FULL-SIZE | | | | | | |
| 331 | 331 ALTERNATE | 0.263 | 0.263 | 0.263 | 0.264 | 0.264 | 0.264 |
| 341 | 341 BASELINE | 0.273 | 0.273 | 0.272 | 0.274 | 0.274 | 0.274 |
| 351 | 351 DIFFERENCE | -0.010 | -0.010 | -0.010 | -0.010 | -0.010 | -0.010 |
| 361 | 361% DIFFERENCE | -3.55 | -3.59 | -3.62 | -3.62 | -3.63 | -3.65 |
| 371 | 371 LUXURY | | | | | | |
| 381 | 381 ALTERNATE | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 391 | 391 BASELINE | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 401 | 401 DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 411 | 411% DIFFERENCE | 0.04 | 0.04 | 0.03 | 0.02 | 0.01 | 0.01 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | TYPE | 1999 | 2000 |
|------|------------------------------|--------|--------|
| 1 | NEW AUTOS FLEET M.P.G. (EPA) | | |
| 2 | ALTERNATE | 26.15 | 26.30 |
| 3 | BASELINE | 26.06 | 26.21 |
| 4 | DIFFERENCE | 0.09 | 0.09 |
| 5 | % DIFFERENCE | 0.35 | 0.35 |
| 6 | | | |
| 7 | NEW DOMESTIC AUTOS M.P.G. | | |
| 8 | ALTERNATE | 25.46 | 25.61 |
| 9 | BASELINE | 25.39 | 25.54 |
| 10 | DIFFERENCE | 0.07 | 0.07 |
| 11 | % DIFFERENCE | 0.28 | 0.28 |
| 12 | | | |
| 13 | NEW FOREIGN AUTOS M.P.G. | | |
| 14 | ALTERNATE | 32.60 | 32.80 |
| 15 | BASELINE | 32.54 | 32.74 |
| 16 | DIFFERENCE | 0.05 | 0.05 |
| 17 | % DIFFERENCE | 0.16 | 0.17 |
| 18 | | | |
| 19 | | | |
| 20 | SHARE OF NEW REGISTRATIONS | | |
| 21 | SUBCOMPACT | | |
| 22 | ALTERNATE | 0.178 | 0.176 |
| 23 | BASELINE | 0.172 | 0.170 |
| 24 | DIFFERENCE | 0.007 | 0.007 |
| 25 | % DIFFERENCE | 3.86 | 3.89 |
| 26 | | | |
| 27 | | | |
| 28 | COMPACT | | |
| 29 | ALTERNATE | 0.207 | 0.206 |
| 30 | BASELINE | 0.204 | 0.204 |
| 31 | DIFFERENCE | 0.003 | 0.003 |
| 32 | % DIFFERENCE | 1.36 | 1.38 |
| 33 | | | |
| 34 | MID-SIZE | | |
| 35 | ALTERNATE | 0.239 | 0.240 |
| 36 | BASELINE | 0.238 | 0.239 |
| 37 | DIFFERENCE | 0.001 | 0.001 |
| 38 | % DIFFERENCE | 0.30 | 0.30 |
| 39 | | | |
| 40 | FULL-SIZE | | |
| 41 | ALTERNATE | 0.265 | 0.265 |
| 42 | BASELINE | 0.275 | 0.275 |
| 43 | DIFFERENCE | -0.010 | -0.010 |
| 44 | % DIFFERENCE | -3.67 | -3.69 |
| 45 | | | |
| 46 | LUXURY | | |
| 47 | ALTERNATE | 0.111 | 0.112 |
| 48 | BASELINE | 0.111 | 0.112 |
| 49 | DIFFERENCE | 0.000 | 0.000 |
| 50 | % DIFFERENCE | 0.01 | 0.01 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | T I T L E | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------|-------|-------|--------|--------|--------|--------|
| 11 | SHARES OF DESIRED STOCK | | | | | | |
| 21 | SUBCOMPACTS | | | | | | |
| 31 | ALTERNATE | 0.232 | 0.210 | 0.211 | 0.210 | 0.208 | 0.207 |
| 41 | BASELINE | 0.232 | 0.210 | 0.201 | 0.200 | 0.199 | 0.199 |
| 51 | DIFFERENCE | 0.0 | 0.0 | 0.010 | 0.010 | 0.009 | 0.008 |
| 61 | 71% DIFFERENCE | 0.0 | 0.0 | 4.97 | 4.85 | 4.49 | 4.20 |
| 81 | COMPACTS | | | | | | |
| 91 | ALTERNATE | 0.198 | 0.193 | 0.185 | 0.179 | 0.186 | 0.192 |
| 101 | BASELINE | 0.198 | 0.193 | 0.185 | 0.180 | 0.186 | 0.191 |
| 121 | DIFFERENCE | 0.0 | 0.0 | -0.000 | -0.000 | 0.000 | 0.001 |
| 131 | 131% DIFFERENCE | 0.0 | 0.0 | -0.00 | -0.09 | 0.18 | 0.41 |
| 141 | MID-SIZE | | | | | | |
| 151 | ALTERNATE | 0.235 | 0.232 | 0.231 | 0.231 | 0.232 | 0.232 |
| 161 | BASELINE | 0.235 | 0.232 | 0.230 | 0.230 | 0.232 | 0.232 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.000 | 0.000 | 0.000 |
| 191 | 191% DIFFERENCE | 0.0 | 0.0 | 0.10 | 0.12 | 0.13 | 0.15 |
| 201 | FULL SIZE | | | | | | |
| 211 | ALTERNATE | 0.245 | 0.275 | 0.283 | 0.290 | 0.283 | 0.276 |
| 231 | BASELINE | 0.245 | 0.275 | 0.294 | 0.299 | 0.293 | 0.286 |
| 241 | DIFFERENCE | 0.0 | 0.0 | -0.010 | -0.010 | -0.010 | -0.009 |
| 251 | 251% DIFFERENCE | 0.0 | 0.0 | -3.49 | -3.29 | -3.28 | -3.31 |
| 261 | LUXURY | | | | | | |
| 271 | ALTERNATE | 0.090 | 0.090 | 0.090 | 0.090 | 0.091 | 0.092 |
| 291 | BASELINE | 0.090 | 0.090 | 0.090 | 0.090 | 0.091 | 0.092 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | 311% DIFFERENCE | 0.0 | 0.0 | 0.01 | 0.02 | 0.02 | 0.01 |

TABLE 3,01 SHARES BY SIZE CLASS

| LINE | I T E M | | | | | | | | | | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------------------------------|-------------|--|--|--|--|--|--|--|--|--|-------|-------|-------|-------|-------|-------|
| 11 SHARES OF DESIGNED STOCK: | | | | | | | | | | | | | | | | |
| 21 | SUBCOMPACTS | | | | | | | | | | | | | | | |
| 31 | ALTERNATE | | | | | | | | | | 0,200 | 0,198 | 0,194 | 0,189 | 0,184 | 0,184 |
| 41 | SERIAL | | | | | | | | | | 0,192 | 0,190 | 0,187 | 0,182 | 0,178 | 0,178 |
| 51 | SERIAL | | | | | | | | | | 0,006 | 0,007 | 0,007 | 0,007 | 0,006 | 0,006 |
| 61 | DIFFERENCE | | | | | | | | | | 4,02 | 3,93 | 3,75 | 3,61 | 3,51 | 3,51 |
| 71 | DIFFERENCE | | | | | | | | | | | | | | | |
| 81 | COMPACTS | | | | | | | | | | | | | | | |
| 91 | ALTERNATE | | | | | | | | | | 0,199 | 0,199 | 0,200 | 0,200 | 0,200 | 0,200 |
| 101 | SERIAL | | | | | | | | | | 0,197 | 0,198 | 0,198 | 0,198 | 0,198 | 0,198 |
| 111 | SERIAL | | | | | | | | | | 0,001 | 0,001 | 0,002 | 0,002 | 0,002 | 0,002 |
| 121 | DIFFERENCE | | | | | | | | | | 0,70 | 0,74 | 0,80 | 0,86 | 0,91 | 0,94 |
| 131 | DIFFERENCE | | | | | | | | | | | | | | | |
| 141 | MID-SIZE | | | | | | | | | | | | | | | |
| 151 | ALTERNATE | | | | | | | | | | 0,234 | 0,234 | 0,233 | 0,234 | 0,232 | 0,234 |
| 161 | SERIAL | | | | | | | | | | 0,233 | 0,233 | 0,233 | 0,233 | 0,232 | 0,233 |
| 171 | SERIAL | | | | | | | | | | 0,000 | 0,000 | 0,000 | 0,000 | 0,000 | 0,000 |
| 181 | DIFFERENCE | | | | | | | | | | 0,18 | 0,19 | 0,19 | 0,19 | 0,19 | 0,19 |
| 191 | DIFFERENCE | | | | | | | | | | | | | | | |
| 201 | FULL-SIZE | | | | | | | | | | | | | | | |
| 211 | ALTERNATE | | | | | | | | | | 0,274 | 0,276 | 0,278 | 0,282 | 0,287 | 0,285 |
| 221 | SERIAL | | | | | | | | | | 0,284 | 0,285 | 0,287 | 0,291 | 0,296 | 0,294 |
| 231 | SERIAL | | | | | | | | | | 0,010 | 0,009 | 0,009 | 0,009 | 0,009 | 0,009 |
| 241 | DIFFERENCE | | | | | | | | | | -3,56 | -3,29 | -3,16 | -3,01 | -2,87 | -2,95 |
| 251 | DIFFERENCE | | | | | | | | | | | | | | | |
| 261 | LUXURY | | | | | | | | | | | | | | | |
| 271 | ALTERNATE | | | | | | | | | | 0,093 | 0,094 | 0,095 | 0,096 | 0,097 | 0,097 |
| 281 | SERIAL | | | | | | | | | | 0,093 | 0,094 | 0,095 | 0,096 | 0,097 | 0,097 |
| 291 | SERIAL | | | | | | | | | | 0,000 | 0,000 | 0,000 | 0,000 | 0,000 | 0,000 |
| 301 | DIFFERENCE | | | | | | | | | | 0,01 | 0,01 | 0,02 | 0,02 | 0,03 | 0,03 |
| 311 | DIFFERENCE | | | | | | | | | | | | | | | |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------------|-----------------|--------|--------|--------|--------|--------|--------|
| ----- | | | | | | | |
| SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | 31 SUBCOMPACTS | | | | | | |
| | 21A ALTERNATE | 0.183 | 0.183 | 0.182 | 0.183 | 0.183 | 0.182 |
| | 21B BASELINE | 0.177 | 0.177 | 0.176 | 0.176 | 0.176 | 0.176 |
| | 21C DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 |
| | 21D DIFFERENCE | 3.51 | 3.54 | 3.53 | 3.58 | 3.61 | 3.62 |
| 81 | 41 COMPACTS | | | | | | |
| | 81A ALTERNATE | 0.200 | 0.200 | 0.201 | 0.201 | 0.201 | 0.201 |
| | 81B BASELINE | 0.198 | 0.198 | 0.199 | 0.199 | 0.199 | 0.199 |
| | 81C DIFFERENCE | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 |
| | 81D DIFFERENCE | 1.00 | 1.03 | 1.08 | 1.10 | 1.12 | 1.15 |
| 141 | 151 MID-SIZE | | | | | | |
| | 141A ALTERNATE | 0.234 | 0.235 | 0.235 | 0.237 | 0.236 | 0.238 |
| | 141B BASELINE | 0.234 | 0.234 | 0.235 | 0.236 | 0.236 | 0.237 |
| | 141C DIFFERENCE | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 |
| | 141D DIFFERENCE | 0.20 | 0.21 | 0.21 | 0.22 | 0.23 | 0.23 |
| 201 | 211 FULL SIZE | | | | | | |
| | 201A ALTERNATE | 0.284 | 0.283 | 0.281 | 0.279 | 0.278 | 0.276 |
| | 201B BASELINE | 0.293 | 0.291 | 0.290 | 0.288 | 0.287 | 0.285 |
| | 201C DIFFERENCE | -0.009 | -0.009 | -0.009 | -0.009 | -0.009 | -0.009 |
| | 201D DIFFERENCE | -2.97 | -3.02 | -3.06 | -3.14 | -3.19 | -3.24 |
| 261 | 271 LUXURY | | | | | | |
| | 261A ALTERNATE | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 |
| | 261B BASELINE | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 |
| | 261C DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| | 261D DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.02 | 0.02 | 0.02 |
| ----- | | | | | | | |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------|--------|--------|--------|--------|--------|--------|
| 1 | SHARES OF DESIRED STOCK: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACTS | | | | | | |
| 41 | ALTERNATE | 0.182 | 0.181 | 0.180 | 0.179 | 0.178 | 0.177 |
| 51 | BASELINE | 0.175 | 0.175 | 0.174 | 0.172 | 0.171 | 0.170 |
| 61 | DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 |
| 71 | % DIFFERENCE | 3.64 | 3.67 | 3.69 | 3.72 | 3.75 | 3.78 |
| 81 | | | | | | | |
| 91 | COMPACTS | | | | | | |
| 101 | ALTERNATE | 0.201 | 0.201 | 0.201 | 0.201 | 0.201 | 0.201 |
| 111 | BASELINE | 0.199 | 0.198 | 0.198 | 0.198 | 0.198 | 0.198 |
| 121 | DIFFERENCE | 0.002 | 0.002 | 0.002 | 0.003 | 0.003 | 0.003 |
| 131 | % DIFFERENCE | 1.18 | 1.21 | 1.23 | 1.26 | 1.29 | 1.31 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.238 | 0.239 | 0.240 | 0.240 | 0.241 | 0.241 |
| 171 | BASELINE | 0.238 | 0.239 | 0.239 | 0.240 | 0.240 | 0.240 |
| 181 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 191 | % DIFFERENCE | 0.24 | 0.24 | 0.25 | 0.26 | 0.27 | 0.28 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.275 | 0.274 | 0.273 | 0.273 | 0.273 | 0.272 |
| 231 | BASELINE | 0.284 | 0.283 | 0.282 | 0.283 | 0.282 | 0.282 |
| 241 | DIFFERENCE | -0.009 | -0.009 | -0.009 | -0.010 | -0.010 | -0.010 |
| 251 | % DIFFERENCE | -3.28 | -3.32 | -3.36 | -3.38 | -3.41 | -3.45 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.104 | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 |
| 291 | BASELINE | 0.104 | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 |
| 301 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | % DIFFERENCE | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |

TABLE 3.01 SHAPES BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|-----------------------------|-------------|--------|--------|
| 11 SHARES OF DESIRED STOCK: | | | |
| 21 | | | |
| 31 | SURCOMPACTS | | |
| 41 | ALTERNATE | 0.176 | 0.174 |
| 51 | BASELINE | 0.169 | 0.168 |
| 61 | DIFFERENCE | 0.006 | 0.006 |
| 71 | DIFFERENCE | 3.81 | 3.85 |
| 81 | | | |
| 91 | COMPACTS | | |
| 101 | ALTERNATE | 0.201 | 0.201 |
| 111 | BASELINE | 0.198 | 0.198 |
| 121 | DIFFERENCE | 0.003 | 0.003 |
| 131 | DIFFERENCE | 1.34 | 1.36 |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | ALTERNATE | 0.241 | 0.242 |
| 171 | BASELINE | 0.240 | 0.241 |
| 181 | DIFFERENCE | 0.001 | 0.001 |
| 191 | DIFFERENCE | 0.28 | 0.29 |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | ALTERNATE | 0.272 | 0.272 |
| 231 | BASELINE | 0.282 | 0.282 |
| 241 | DIFFERENCE | -0.010 | -0.010 |
| 251 | DIFFERENCE | -3.48 | -3.50 |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | ALTERNATE | 0.110 | 0.111 |
| 291 | BASELINE | 0.110 | 0.111 |
| 301 | DIFFERENCE | 0.000 | 0.000 |
| 311 | DIFFERENCE | 0.02 | 0.02 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.02 SHARES BY SIZE CLASS

| LINE | J T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-----------------------------------|-------|-------|--------|--------|--------|--------|
| 11 | SHARES OF ACTUAL YEAR-END STOCKS: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 0.168 | 0.179 | 0.190 | 0.199 | 0.207 | 0.213 |
| 51 | BASELINE | 0.168 | 0.179 | 0.189 | 0.196 | 0.203 | 0.207 |
| 61 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.003 | 0.004 | 0.005 |
| 71 | % DIFFERENCE | 0.0 | 0.0 | 0.82 | 1.39 | 1.91 | 2.57 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 0.175 | 0.179 | 0.181 | 0.182 | 0.185 | 0.188 |
| 111 | BASELINE | 0.175 | 0.179 | 0.181 | 0.183 | 0.185 | 0.188 |
| 121 | DIFFERENCE | 0.0 | 0.0 | -0.000 | -0.000 | -0.000 | -0.000 |
| 131 | % DIFFERENCE | 0.0 | 0.0 | -0.12 | -0.21 | -0.22 | -0.11 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.231 | 0.235 | 0.236 | 0.235 | 0.234 | 0.234 |
| 171 | BASELINE | 0.231 | 0.235 | 0.236 | 0.235 | 0.234 | 0.234 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.000 | 0.000 | 0.000 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.04 | 0.09 | 0.13 | 0.16 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.338 | 0.319 | 0.304 | 0.294 | 0.284 | 0.275 |
| 231 | BASELINE | 0.338 | 0.319 | 0.306 | 0.297 | 0.288 | 0.281 |
| 241 | DIFFERENCE | 0.0 | 0.0 | -0.001 | -0.003 | -0.004 | -0.006 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | -0.47 | -0.86 | -1.32 | -1.99 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.087 | 0.088 | 0.089 | 0.089 | 0.090 | 0.090 |
| 291 | BASELINE | 0.087 | 0.088 | 0.089 | 0.089 | 0.090 | 0.090 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.01 | 0.02 | 0.04 | 0.08 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1981 | | | | | 1982 | | | | | 1983 | | | | | 1984 | | | | | 1985 | | | | | 1986 | | | | |
|------|------------|--------------------------------------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | 11 SHARES OF ACTUAL YEAR-END STOCKS: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 41 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 51 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 71 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 81 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 101 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 111 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 121 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 131 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 161 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 171 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 191 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 201 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 221 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 231 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 281 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 291 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 311 | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | | | | | | | | | | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | | | | | | |
|-----------------------------------|----------------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|--------|--------|--------|--------|--------|--------|
| 11SHARES OF ACTUAL YR-END STOCKS: | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | SUBCOMPACT | | | | | | | | | | | | | | | | | | | | | | |
| 41 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | |
| 51 | BASELINE | | | | | | | | | | | | | | | | | 0.198 | 0.195 | 0.192 | 0.190 | 0.188 | 0.187 |
| 61 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.190 | 0.187 | 0.185 | 0.183 | 0.182 | 0.181 |
| 71 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.007 | 0.007 | 0.007 | 0.007 | 0.007 | 0.006 |
| 81 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | 3.90 | 3.83 | 3.74 | 3.65 | 3.59 | 3.55 |
| 91 | COMPACT | | | | | | | | | | | | | | | | | | | | | | |
| 101 | ALTERNATE | | | | | | | | | | | | | | | | | 0.205 | 0.205 | 0.206 | 0.207 | 0.207 | 0.207 |
| 111 | BASELINE | | | | | | | | | | | | | | | | | 0.203 | 0.204 | 0.204 | 0.205 | 0.205 | 0.205 |
| 121 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 |
| 131 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.80 | 0.88 | 0.95 | 1.00 | 1.04 | 1.07 |
| 141 | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | MID-SIZE | | | | | | | | | | | | | | | | | | | | | | |
| 161 | ALTERNATE | | | | | | | | | | | | | | | | | 0.230 | 0.230 | 0.230 | 0.231 | 0.231 | 0.232 |
| 171 | BASELINE | | | | | | | | | | | | | | | | | 0.230 | 0.230 | 0.230 | 0.230 | 0.231 | 0.232 |
| 181 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 191 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.20 | 0.19 | 0.19 | 0.18 | 0.19 | 0.19 |
| 201 | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | FULL SIZE | | | | | | | | | | | | | | | | | | | | | | |
| 221 | ALTERNATE | | | | | | | | | | | | | | | | | 0.273 | 0.275 | 0.275 | 0.276 | 0.275 | 0.274 |
| 231 | BASELINE | | | | | | | | | | | | | | | | | 0.283 | 0.284 | 0.285 | 0.285 | 0.284 | 0.283 |
| 241 | DIFFERENCE | | | | | | | | | | | | | | | | | -0.010 | -0.009 | -0.009 | -0.009 | -0.009 | -0.009 |
| 251 | DIFFERENCE | | | | | | | | | | | | | | | | | -3.38 | -3.32 | -3.26 | -3.21 | -3.19 | -3.18 |
| 261 | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | LUXURY | | | | | | | | | | | | | | | | | | | | | | |
| 281 | ALTERNATE | | | | | | | | | | | | | | | | | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 | 0.099 |
| 291 | BASELINE | | | | | | | | | | | | | | | | | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 | 0.099 |
| 301 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | DIFFERENCE | | | | | | | | | | | | | | | | | 0.05 | 0.03 | 0.01 | -0.01 | -0.02 | -0.02 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------------------------|------------|------|------|------|------|------|------|
| 11 SHARES OF ACTUAL YEAR-END STOCKS: | | | | | | | |
| 21 | | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | DIFFERENCE | | | | | | |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | DIFFERENCE | | | | | | |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | DIFFERENCE | | | | | | |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | DIFFERENCE | | | | | | |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | DIFFERENCE | | | | | | |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1999 | 2000 |
|---------------------------------|-----------------|--------|--------|
| SHARES OF ACTUAL YR-END STOCKS: | | | |
| 21 | 11 SUBCOMPACT | | |
| 31 | 41 ALTERNATE | 0.184 | 0.183 |
| 41 | 51 BASELINE | 0.177 | 0.176 |
| 51 | 61 DIFFERENCE | 0.007 | 0.007 |
| 61 | 71% DIFFERENCE | 3.67 | 3.71 |
| 71 | 81 COMPACT | | |
| 81 | 91 ALTERNATE | 0.206 | 0.206 |
| 91 | 101 BASELINE | 0.204 | 0.204 |
| 101 | 121 DIFFERENCE | 0.003 | 0.003 |
| 121 | 131% DIFFERENCE | 1.23 | 1.25 |
| 131 | 141 MID-SIZE | | |
| 141 | 151 ALTERNATE | 0.238 | 0.238 |
| 151 | 171 BASELINE | 0.237 | 0.237 |
| 171 | 181 DIFFERENCE | 0.001 | 0.001 |
| 181 | 191% DIFFERENCE | 0.27 | 0.27 |
| 191 | 201 FULL SIZE | | |
| 201 | 211 ALTERNATE | 0.266 | 0.265 |
| 211 | 231 BASELINE | 0.276 | 0.275 |
| 231 | 241 DIFFERENCE | -0.010 | -0.010 |
| 241 | 251% DIFFERENCE | -3.51 | -3.55 |
| 251 | 261 LUXURY | | |
| 261 | 271 ALTERNATE | 0.106 | 0.108 |
| 271 | 291 BASELINE | 0.106 | 0.107 |
| 291 | 301 DIFFERENCE | 0.000 | 0.000 |
| 301 | 311% DIFFERENCE | 0.02 | 0.02 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 NEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.03 SHARES BY SIZE CLASS

| LINE | ITL M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------------------------|-------------------------------|--------|--------|--------|--------|--------|--------|
| DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | ALTERNATE | 0.818 | 0.856 | 0.855 | 0.860 | 0.862 | 0.865 |
| 51 | BASELINE | 0.818 | 0.856 | 0.863 | 0.867 | 0.869 | 0.870 |
| 61 | DIFFERENCE | 0.0 | 0.0 | -0.009 | -0.008 | -0.007 | -0.006 |
| 71 | DIFFERENCE | 0.0 | 0.0 | -1.02 | -0.92 | -0.78 | -0.65 |
| 81 | | | | | | | |
| 91 | DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 101 | ALTERNATE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | BASELINE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | | | | | | | |
| 151 | DOMESTIC SHARE OF COMPACTS | | | | | | |
| 161 | ALTERNATE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | BASELINE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | DOMESTIC SHARE OF LUXURY | | | | | | |
| 221 | ALTERNATE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | BASELINE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------------------------|-------------------------|--------|--------|--------|--------|--------|--------|
| DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | ALTERNATE | 0.871 | 0.873 | 0.875 | 0.879 | 0.882 | 0.880 |
| 51 | BASELINE | 0.876 | 0.877 | 0.879 | 0.882 | 0.884 | 0.883 |
| 61 | DIFFERENCE | -0.005 | -0.004 | -0.004 | -0.003 | -0.003 | -0.003 |
| 71 | DIFFERENCE | -0.54 | -0.46 | -0.42 | -0.36 | -0.33 | -0.34 |
| DOMESTIC SHARE OF SURCOMPACKTS | | | | | | | |
| 91 | ALTERNATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 11 | BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| DOMESTIC SHARE OF COMPACTS | | | | | | | |
| 151 | ALTERNATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| DOMESTIC SHARE OF LUXURY | | | | | | | |
| 211 | ALTERNATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------------------------|-------------------------------|--------|--------|--------|--------|--------|--------|
| DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | ALTERATE | 0.879 | 0.878 | 0.878 | 0.876 | 0.876 | 0.875 |
| 51 | BASELINE | 0.882 | 0.881 | 0.881 | 0.880 | 0.879 | 0.879 |
| 61 | DIFFERENCE | -0.003 | -0.003 | -0.003 | -0.003 | -0.004 | -0.004 |
| 71 | DIFFERENCE | -0.014 | -0.016 | -0.017 | -0.019 | -0.020 | -0.021 |
| 91 | DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 101 | ALTERATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | DOMESTIC SHARE OF COMPACTS | | | | | | |
| 151 | ALTERATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 161 | BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | DOMESTIC SHARE OF LUXURY | | | | | | |
| 211 | ALTERATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 221 | BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--|----------------------------|--------|--------|--------|--------|--------|--------|
| 1 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | 11 DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | 41 ALTERNATE | 0.876 | 0.876 | 0.876 | 0.878 | 0.878 | 0.879 |
| 41 | 51 BASELINE | 0.879 | 0.880 | 0.880 | 0.881 | 0.882 | 0.882 |
| 51 | 61 DIFFERENCE | -0.004 | -0.004 | -0.004 | -0.004 | -0.004 | -0.004 |
| 61 | 71% DIFFERENCE | -0.41 | -0.41 | -0.41 | -0.41 | -0.41 | -0.41 |
| 81 DOMESTIC SHARE OF SUBCOMPACTS | | | | | | | |
| 91 | 101 ALTERNATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 101 | 111 BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | 121 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 121 | 131% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 DOMESTIC SHARE OF COMPACTS | | | | | | | |
| 151 | 161 ALTERNATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 161 | 171 BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | 181 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | 191% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 DOMESTIC SHARE OF LUXURY | | | | | | | |
| 211 | 221 ALTERNATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 221 | 231 BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | 241 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | 251% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1999 | | 2000 | |
|------|--------------------------------------|--------|--|--------|--|
| | | | | | |
| | DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | |
| 21 | | | | | |
| 31 | DOMESTIC SHARE OF TOTAL | | | | |
| 41 | ALTERNATE | 0.879 | | 0.880 | |
| 51 | BASELINE | 0.883 | | 0.884 | |
| 61 | DIFFERENCE | -0.004 | | -0.004 | |
| 71 | DIFFERENCE | -0.41 | | -0.41 | |
| 81 | | | | | |
| 91 | DOMESTIC SHARE OF SUBCOMPACTS | | | | |
| 101 | ALTERNATE | 0.480 | | 0.480 | |
| 111 | BASELINE | 0.480 | | 0.480 | |
| 121 | DIFFERENCE | 0.0 | | 0.0 | |
| 131 | DIFFERENCE | 0.0 | | 0.0 | |
| 141 | | | | | |
| 151 | DOMESTIC SHARE OF COMPACTS | | | | |
| 161 | ALTERNATE | 0.930 | | 0.930 | |
| 171 | BASELINE | 0.930 | | 0.930 | |
| 181 | DIFFERENCE | 0.0 | | 0.0 | |
| 191 | DIFFERENCE | 0.0 | | 0.0 | |
| 201 | | | | | |
| 211 | DOMESTIC SHARE OF LUXURY | | | | |
| 221 | ALTERNATE | 0.880 | | 0.880 | |
| 231 | BASELINE | 0.880 | | 0.880 | |
| 241 | DIFFERENCE | 0.0 | | 0.0 | |
| 251 | DIFFERENCE | 0.0 | | 0.0 | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEEA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------|------------|-------|-------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 2,405 | 2,354 | 2,574 | 2,534 | 2,425 | 2,450 |
| 51 | BASELINE | 2,405 | 2,354 | 2,438 | 2,434 | 2,348 | 2,336 |
| 61 | DIFFERENCE | 0,0 | 0,0 | 0,135 | 0,100 | 0,077 | 0,114 |
| 71 | DIFFERENCE | 0,0 | 0,0 | 5,55 | 4,12 | 3,29 | 4,86 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 1,805 | 2,016 | 2,081 | 2,030 | 2,172 | 2,375 |
| 111 | BASELINE | 1,805 | 2,016 | 2,142 | 2,104 | 2,233 | 2,371 |
| 121 | DIFFERENCE | 0,0 | 0,0 | -0,062 | -0,074 | -0,061 | 0,003 |
| 131 | DIFFERENCE | 0,0 | 0,0 | -2,87 | -3,52 | -2,75 | 0,13 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 1,883 | 2,903 | 2,778 | 2,639 | 2,515 | 2,618 |
| 171 | BASELINE | 1,883 | 2,903 | 2,826 | 2,707 | 2,578 | 2,622 |
| 181 | DIFFERENCE | 0,0 | 0,0 | -0,048 | -0,068 | -0,064 | -0,004 |
| 191 | DIFFERENCE | 0,0 | 0,0 | -1,69 | -2,51 | -2,47 | -0,15 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 1,400 | 2,023 | 2,599 | 3,042 | 3,017 | 3,085 |
| 231 | BASELINE | 1,400 | 2,023 | 2,847 | 3,317 | 3,274 | 3,250 |
| 241 | DIFFERENCE | 0,0 | 0,0 | -0,248 | -0,275 | -0,256 | -0,165 |
| 251 | DIFFERENCE | 0,0 | 0,0 | -8,70 | -8,29 | -7,83 | -5,06 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0,768 | 0,935 | 0,981 | 0,998 | 1,016 | 1,070 |
| 291 | BASELINE | 0,768 | 0,935 | 0,999 | 1,025 | 1,043 | 1,073 |
| 301 | DIFFERENCE | 0,0 | 0,0 | -0,018 | -0,027 | -0,027 | -0,004 |
| 311 | DIFFERENCE | 0,0 | 0,0 | -1,81 | -2,64 | -2,64 | -0,34 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| TYPE A | | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------|------------|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | |
| 21 | MILL AUTOS | | | | | | |
| 31 | SUBCOMPACT | 2,523 | 2,433 | 2,332 | 2,268 | 2,198 | 2,207 |
| 41 | ALTERNATE | 2,400 | 2,314 | 2,229 | 2,181 | 2,127 | 2,141 |
| 51 | BASELINE | 0,123 | 0,118 | 0,104 | 0,087 | 0,071 | 0,066 |
| 61 | DIFFERENCE | 5,12 | 5,10 | 4,65 | 3,99 | 3,36 | 3,06 |
| 71 | DIFFERENCE | | | | | | |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 2,738 | 2,666 | 2,599 | 2,605 | 2,580 | 2,521 |
| 111 | BASELINE | 2,696 | 2,616 | 2,548 | 2,561 | 2,546 | 2,496 |
| 121 | DIFFERENCE | 0,042 | 0,050 | 0,051 | 0,044 | 0,034 | 0,025 |
| 131 | DIFFERENCE | 1,55 | 1,92 | 1,99 | 1,72 | 1,35 | 0,99 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 2,916 | 2,852 | 2,791 | 2,822 | 2,797 | 2,795 |
| 171 | BASELINE | 2,894 | 2,822 | 2,761 | 2,801 | 2,787 | 2,794 |
| 181 | DIFFERENCE | 0,022 | 0,031 | 0,030 | 0,021 | 0,010 | 0,001 |
| 191 | DIFFERENCE | 0,76 | 1,08 | 1,07 | 0,75 | 0,36 | 0,03 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 3,418 | 3,434 | 3,429 | 3,528 | 3,614 | 3,463 |
| 231 | BASELINE | 3,553 | 3,535 | 3,512 | 3,608 | 3,701 | 3,564 |
| 241 | DIFFERENCE | -0,134 | -0,102 | -0,083 | -0,081 | -0,086 | -0,100 |
| 251 | DIFFERENCE | -3,79 | -2,87 | -2,35 | -2,24 | -2,33 | -2,81 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 1,193 | 1,185 | 1,171 | 1,190 | 1,201 | 1,193 |
| 291 | BASELINE | 1,187 | 1,175 | 1,161 | 1,184 | 1,199 | 1,194 |
| 301 | DIFFERENCE | 0,006 | 0,010 | 0,010 | 0,007 | 0,002 | -0,002 |
| 311 | DIFFERENCE | 0,51 | 0,85 | 0,86 | 0,55 | 0,18 | -0,16 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|----------------------|-----------------|--------|--------|--------|--------|--------|--------|
| LINE% REGISTRATIONS: | | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | WILL AUTOS | | | | | | |
| 51 | ALTERNATE | 2,226 | 2,288 | 2,343 | 2,440 | 2,467 | 2,487 |
| 61 | BASELINE | 2,167 | 2,230 | 2,286 | 2,378 | 2,401 | 2,415 |
| 71 | DIFFERENCE | 0,059 | 0,058 | 0,057 | 0,062 | 0,066 | 0,072 |
| 81 | 71% DIFFERENCE | 2,73 | 2,59 | 2,48 | 2,60 | 2,77 | 2,98 |
| 91 | COMPACT | | | | | | |
| 101 | WILL AUTOS | | | | | | |
| 111 | ALTERNATE | 2,533 | 2,563 | 2,630 | 2,694 | 2,714 | 2,730 |
| 121 | BASELINE | 2,515 | 2,551 | 2,621 | 2,686 | 2,705 | 2,716 |
| 131 | DIFFERENCE | 0,018 | 0,012 | 0,009 | 0,008 | 0,010 | 0,014 |
| 141 | 131% DIFFERENCE | 0,72 | 0,47 | 0,35 | 0,28 | 0,36 | 0,52 |
| 151 | MID-SIZE | | | | | | |
| 161 | WILL AUTOS | | | | | | |
| 171 | ALTERNATE | 2,835 | 2,903 | 2,985 | 3,098 | 3,101 | 3,147 |
| 181 | BASELINE | 2,842 | 2,916 | 3,003 | 3,117 | 3,117 | 3,159 |
| 191 | DIFFERENCE | -0,007 | -0,013 | -0,018 | -0,019 | -0,016 | -0,012 |
| 201 | 191% DIFFERENCE | -0,25 | -0,46 | -0,59 | -0,61 | -0,52 | -0,37 |
| 211 | FULL SIZE | | | | | | |
| 221 | WILL AUTOS | | | | | | |
| 231 | ALTERNATE | 3,440 | 3,445 | 3,485 | 3,514 | 3,516 | 3,494 |
| 241 | BASELINE | 3,554 | 3,573 | 3,625 | 3,664 | 3,668 | 3,644 |
| 251 | DIFFERENCE | -0,113 | -0,128 | -0,140 | -0,150 | -0,152 | -0,149 |
| 261 | 251% DIFFERENCE | -3,19 | -3,58 | -3,86 | -4,09 | -4,14 | -4,10 |
| 271 | LUXURY | | | | | | |
| 281 | WILL AUTOS | | | | | | |
| 291 | ALTERNATE | 1,212 | 1,246 | 1,289 | 1,338 | 1,360 | 1,382 |
| 301 | BASELINE | 1,218 | 1,254 | 1,299 | 1,349 | 1,370 | 1,390 |
| 311 | DIFFERENCE | -0,005 | -0,008 | -0,010 | -0,011 | -0,010 | -0,008 |
| 321 | 311% DIFFERENCE | -0,44 | -0,66 | -0,79 | -0,82 | -0,74 | -0,58 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | TYPE REGISTRATIONS | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------|--------------------|--------|--------|--------|--------|--------|--------|
| | | | | | | | | |
| 21 | | SUBCOMPACT | | | | | | |
| 31 | | ALTERNATE | 2,504 | 2,518 | 2,526 | 2,517 | 2,493 | 2,485 |
| 41 | | BASELINE | 2,426 | 2,434 | 2,439 | 2,428 | 2,404 | 2,398 |
| 51 | | DIFFERENCE | 0,070 | 0,084 | 0,088 | 0,089 | 0,089 | 0,087 |
| 71 | | % DIFFERENCE | 3,22 | 3,44 | 3,59 | 3,69 | 3,69 | 3,65 |
| 81 | | COMPACT | | | | | | |
| 101 | | ALTERNATE | 2,756 | 2,788 | 2,806 | 2,840 | 2,841 | 2,854 |
| 111 | | BASELINE | 2,736 | 2,762 | 2,776 | 2,806 | 2,807 | 2,822 |
| 121 | | DIFFERENCE | 0,020 | 0,026 | 0,031 | 0,034 | 0,034 | 0,033 |
| 131 | | % DIFFERENCE | 0,74 | 0,95 | 1,11 | 1,19 | 1,20 | 1,16 |
| 141 | | MID-SIZE | | | | | | |
| 151 | | ALTERNATE | 3,187 | 3,231 | 3,259 | 3,295 | 3,296 | 3,305 |
| 161 | | BASELINE | 3,192 | 3,230 | 3,254 | 3,288 | 3,290 | 3,301 |
| 171 | | DIFFERENCE | -0,005 | 0,001 | 0,005 | 0,007 | 0,006 | 0,004 |
| 191 | | % DIFFERENCE | -0,17 | 0,02 | 0,14 | 0,20 | 0,19 | 0,12 |
| 201 | | FULL SIZE | | | | | | |
| 211 | | ALTERNATE | 3,524 | 3,564 | 3,580 | 3,638 | 3,646 | 3,658 |
| 221 | | BASELINE | 3,670 | 3,707 | 3,719 | 3,778 | 3,787 | 3,803 |
| 241 | | DIFFERENCE | -0,146 | -0,142 | -0,139 | -0,140 | -0,141 | -0,145 |
| 251 | | % DIFFERENCE | -3,98 | -3,84 | -3,75 | -3,70 | -3,73 | -3,82 |
| 261 | | LUXURY | | | | | | |
| 271 | | ALTERNATE | 1,410 | 1,441 | 1,465 | 1,496 | 1,509 | 1,528 |
| 281 | | BASELINE | 1,415 | 1,444 | 1,467 | 1,496 | 1,511 | 1,531 |
| 301 | | DIFFERENCE | -0,006 | -0,003 | -0,002 | -0,001 | -0,001 | -0,002 |
| 311 | | % DIFFERENCE | -0,39 | -0,22 | -0,10 | -0,06 | -0,09 | -0,16 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | | 1999 | 2000 |
|----------------------|------------|------------|--------|--------|
| LINE# REGISTRATIONS: | | | | |
| 21 | | | | |
| 31 | SURCOMPACT | MILL AUTOS | | |
| 41 | ALTERNATE | | 2,478 | 2,461 |
| 51 | SERIALINE | | 2,393 | 2,377 |
| 61 | DIFFERENCE | | 0,086 | 0,084 |
| 71 | DIFFERENCE | | 3,58 | 3,52 |
| 81 | | | | |
| 91 | COMPACT | MILL AUTOS | | |
| 101 | ALTERNATE | | 2,874 | 2,880 |
| 111 | SERIALINE | | 2,843 | 2,851 |
| 121 | DIFFERENCE | | 0,031 | 0,029 |
| 131 | DIFFERENCE | | 1,09 | 1,02 |
| 141 | | | | |
| 151 | MID-SIZE | MILL AUTOS | | |
| 161 | ALTERNATE | | 3,320 | 3,346 |
| 171 | SERIALINE | | 3,318 | 3,348 |
| 181 | DIFFERENCE | | 0,001 | -0,002 |
| 191 | DIFFERENCE | | 0,03 | -0,05 |
| 201 | | | | |
| 211 | FULL SIZE | MILL AUTOS | | |
| 221 | ALTERNATE | | 3,682 | 3,694 |
| 231 | SERIALINE | | 3,833 | 3,849 |
| 241 | DIFFERENCE | | -0,150 | -0,155 |
| 251 | DIFFERENCE | | -3,92 | -4,02 |
| 261 | | | | |
| 271 | LUXURY | MILL AUTOS | | |
| 281 | ALTERNATE | | 1,550 | 1,568 |
| 291 | SERIALINE | | 1,554 | 1,573 |
| 301 | DIFFERENCE | | -0,004 | -0,005 |
| 311 | DIFFERENCE | | -0,26 | -0,35 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------|-----------------|--------|--------|--------|--------|--------|--------|
| UNDESIRABLE STOCKS | | | | | | | |
| 21 | 31 SUBCOMPACT | | | | | | |
| 31 | 41 ALTERNATE | 22,459 | 20,962 | 21,711 | 22,246 | 22,175 | 22,099 |
| 41 | 51 BASELINE | 22,459 | 20,962 | 20,672 | 21,167 | 21,172 | 21,269 |
| 51 | 61 DIFFERENCE | 0.0 | 0.0 | 1,040 | 1,079 | 1,003 | 0,831 |
| 61 | 71% DIFFERENCE | 0.0 | 0.0 | 5,03 | 5,10 | 4,74 | 3,91 |
| 91 | 101 COMPACT | | | | | | |
| 101 | 111 ALTERNATE | 19,120 | 19,315 | 18,978 | 18,985 | 19,861 | 20,540 |
| 111 | 121 BASELINE | 19,120 | 19,315 | 18,968 | 18,957 | 19,778 | 20,516 |
| 121 | 131 DIFFERENCE | 0.0 | 0.0 | 0.010 | 0.028 | 0.082 | 0.024 |
| 131 | 141% DIFFERENCE | 0.0 | 0.0 | 0.05 | 0.15 | 0.42 | 0.12 |
| 151 | 161 MID-SIZE | | | | | | |
| 161 | 171 ALTERNATE | 22,673 | 23,221 | 23,714 | 24,415 | 24,811 | 24,817 |
| 171 | 181 BASELINE | 22,673 | 23,221 | 23,678 | 24,329 | 24,720 | 24,852 |
| 181 | 191 DIFFERENCE | 0.0 | 0.0 | 0.036 | 0.086 | 0.091 | -0.034 |
| 191 | 201% DIFFERENCE | 0.0 | 0.0 | 0.15 | 0.35 | 0.37 | -0.14 |
| 211 | 221 FULL SIZE | | | | | | |
| 221 | 231 ALTERNATE | 23,684 | 27,510 | 29,131 | 30,646 | 30,235 | 29,527 |
| 231 | 241 BASELINE | 23,684 | 27,510 | 30,168 | 31,612 | 31,187 | 30,626 |
| 241 | 251 DIFFERENCE | 0.0 | 0.0 | -1,036 | -0,966 | -0,952 | -1,099 |
| 251 | 261% DIFFERENCE | 0.0 | 0.0 | -3,44 | -3,06 | -3,05 | -3,59 |
| 271 | 281 LUXURY | | | | | | |
| 281 | 291 ALTERNATE | 8,707 | 8,997 | 9,253 | 9,561 | 9,742 | 9,843 |
| 291 | 301 BASELINE | 8,707 | 8,997 | 9,246 | 9,537 | 9,718 | 9,870 |
| 301 | 311 DIFFERENCE | 0.0 | 0.0 | 0.006 | 0.024 | 0.024 | -0.027 |
| 311 | 321% DIFFERENCE | 0.0 | 0.0 | 0.07 | 0.25 | 0.25 | -0.28 |

TABLE 3,05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------------------|------------|--------|--------|--------|--------|--------|--------|
| UNDESIRABLE STOCKS: | | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | SURCOMPACT | 21,625 | 21,711 | 21,708 | 21,501 | 21,354 | 21,783 |
| 41 | ALTERNATE | 20,889 | 21,009 | 21,044 | 20,861 | 20,723 | 21,118 |
| 51 | BASELINE | 0,736 | 0,703 | 0,664 | 0,640 | 0,631 | 0,665 |
| 61 | DIFFERENCE | 3,53 | 3,34 | 3,16 | 3,07 | 3,04 | 3,15 |
| 71 | DIFFERENCE | | | | | | |
| 81 | COMPACT | | | | | | |
| 91 | MILL AUTO | | | | | | |
| 101 | ALTERNATE | 21,453 | 21,862 | 22,305 | 22,752 | 23,183 | 23,577 |
| 111 | BASELINE | 21,406 | 21,824 | 22,256 | 22,676 | 23,077 | 23,446 |
| 121 | DIFFERENCE | 0,047 | 0,038 | 0,049 | 0,076 | 0,106 | 0,131 |
| 131 | DIFFERENCE | 0,22 | 0,17 | 0,22 | 0,34 | 0,46 | 0,56 |
| 141 | | | | | | | |
| 151 | STD-SIZE | | | | | | |
| 161 | ALTERNATE | 25,260 | 25,651 | 26,072 | 26,582 | 26,977 | 27,583 |
| 171 | BASELINE | 25,333 | 25,747 | 26,174 | 26,671 | 27,047 | 27,634 |
| 181 | DIFFERENCE | -0,073 | -0,096 | -0,101 | -0,089 | -0,070 | -0,050 |
| 191 | DIFFERENCE | -0,29 | -0,37 | -0,39 | -0,33 | -0,26 | -0,18 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 29,605 | 30,278 | 31,079 | 32,089 | 33,367 | 33,637 |
| 231 | BASELINE | 30,781 | 31,483 | 32,278 | 33,257 | 34,508 | 34,789 |
| 241 | DIFFERENCE | -1,176 | -1,205 | -1,199 | -1,168 | -1,142 | -1,152 |
| 251 | DIFFERENCE | -3,82 | -3,83 | -3,72 | -3,51 | -3,31 | -3,31 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 10,058 | 10,326 | 10,591 | 10,883 | 11,211 | 11,496 |
| 291 | BASELINE | 10,105 | 10,383 | 10,650 | 10,937 | 11,258 | 11,536 |
| 301 | DIFFERENCE | -0,047 | -0,057 | -0,059 | -0,054 | -0,047 | -0,040 |
| 311 | DIFFERENCE | -0,47 | -0,55 | -0,56 | -0,50 | -0,42 | -0,35 |

| | TABLE 3.05 STOCKS BY SIZE CLASS | | | | | |
|-----------|---------------------------------|------|------|------|------|------|
| TYPE | I T E M | | | | | |
| | 1947 | 1948 | 1949 | 1950 | 1951 | 1952 |
| Common | 100 | 100 | 100 | 100 | 100 | 100 |
| Preferred | 100 | 100 | 100 | 100 | 100 | 100 |
| Total | 200 | 200 | 200 | 200 | 200 | 200 |

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------|------------|--------|--------|--------|--------|--------|--------|
| UNDESIRABLE STOCKS | | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 21,947 | 22,172 | 22,230 | 22,441 | 22,609 | 22,738 |
| 51 | BASELINE | 21,269 | 21,069 | 21,521 | 21,713 | 21,872 | 22,002 |
| 61 | DIFFERENCE | 0,678 | 0,702 | 0,709 | 0,728 | 0,737 | 0,736 |
| 71 | DIFFERENCE | 3,19 | 3,27 | 3,29 | 3,35 | 3,37 | 3,33 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 23,954 | 24,219 | 24,504 | 24,661 | 24,891 | 25,065 |
| 111 | BASELINE | 23,796 | 24,034 | 24,297 | 24,447 | 24,673 | 24,847 |
| 121 | DIFFERENCE | 0,163 | 0,185 | 0,208 | 0,214 | 0,218 | 0,218 |
| 131 | DIFFERENCE | 0,69 | 0,77 | 0,86 | 0,88 | 0,89 | 0,88 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 28,036 | 28,416 | 28,717 | 29,068 | 29,246 | 29,620 |
| 171 | BASELINE | 28,067 | 28,430 | 28,720 | 29,067 | 29,246 | 29,632 |
| 181 | DIFFERENCE | -0,031 | -0,014 | -0,003 | 0,000 | -0,003 | -0,012 |
| 191 | DIFFERENCE | -0,11 | -0,05 | -0,01 | 0,00 | -0,01 | -0,04 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 34,012 | 34,205 | 34,333 | 34,233 | 34,373 | 34,335 |
| 231 | BASELINE | 35,162 | 35,363 | 35,498 | 35,420 | 35,580 | 35,580 |
| 241 | DIFFERENCE | -1,150 | -1,158 | -1,165 | -1,187 | -1,216 | -1,245 |
| 251 | DIFFERENCE | -3,27 | -3,27 | -3,28 | -3,35 | -3,42 | -3,50 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 11,762 | 12,004 | 12,222 | 12,421 | 12,640 | 12,852 |
| 291 | BASELINE | 11,795 | 12,032 | 12,246 | 12,446 | 12,667 | 12,884 |
| 301 | DIFFERENCE | -0,033 | -0,028 | -0,025 | -0,024 | -0,027 | -0,032 |
| 311 | DIFFERENCE | -0,28 | -0,23 | -0,20 | -0,20 | -0,21 | -0,25 |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | ITEM | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------|------|------|------------|------|------|------|------|------|
| UNDESIRABLE STOCK: | | | | | | | | |
| 21 | MILL | AUTO | | | | | | |
| 31 | | | SURCOMPACT | | | | | |
| 41 | | | ALTERNATE | | | | | |
| 51 | | | BASLINE | | | | | |
| 61 | | | DIFFERENCE | | | | | |
| 71 | MILL | AUTO | | | | | | |
| 81 | | | | | | | | |
| 91 | | | COMPACT | | | | | |
| 101 | | | ALTERNATE | | | | | |
| 111 | | | BASLINE | | | | | |
| 121 | MILL | AUTO | | | | | | |
| 131 | | | DIFFERENCE | | | | | |
| 141 | | | | | | | | |
| 151 | | | STD-SIZE | | | | | |
| 161 | | | ALTERNATE | | | | | |
| 171 | MILL | AUTO | | | | | | |
| 181 | | | BASLINE | | | | | |
| 191 | | | DIFFERENCE | | | | | |
| 201 | | | | | | | | |
| 211 | | | FULL SIZE | | | | | |
| 221 | MILL | AUTO | | | | | | |
| 231 | | | ALTERNATE | | | | | |
| 241 | | | BASLINE | | | | | |
| 251 | | | DIFFERENCE | | | | | |
| 261 | | | | | | | | |
| 271 | MILL | AUTO | | | | | | |
| 281 | | | LUXURY | | | | | |
| 291 | | | ALTERNATE | | | | | |
| 301 | | | BASLINE | | | | | |
| 311 | | | DIFFERENCE | | | | | |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|---------------------|-------------|--------|--------|
| UNREGISTERED STOCKS | | | |
| 21 | SUBCOMPACT | | |
| 31 | 41ALTERNATE | 22,403 | 22,882 |
| 51 | BASELINE | 22,179 | 22,109 |
| 61 | DIFFERENCE | 0,764 | 0,773 |
| 71 | DIFFERENCE | 3,44 | 3,50 |
| 81 | COMPACT | | |
| 91 | 41ALTERNATE | 26,257 | 26,381 |
| 111 | BASELINE | 26,003 | 26,116 |
| 121 | DIFFERENCE | 0,254 | 0,265 |
| 131 | DIFFERENCE | 0,98 | 1,02 |
| 141 | MID-SIZE | | |
| 151 | 41ALTERNATE | 31,516 | 31,803 |
| 171 | BASELINE | 31,540 | 31,819 |
| 181 | DIFFERENCE | -0,023 | -0,016 |
| 191 | DIFFERENCE | -0,07 | -0,05 |
| 201 | FULL SIZE | | |
| 211 | 41ALTERNATE | 35,568 | 35,733 |
| 231 | BASELINE | 36,981 | 37,157 |
| 241 | DIFFERENCE | -1,414 | -1,424 |
| 251 | DIFFERENCE | -3,82 | -3,83 |
| 261 | LUXURY | | |
| 271 | 41ALTERNATE | 14,442 | 14,655 |
| 291 | BASELINE | 14,491 | 14,702 |
| 301 | DIFFERENCE | -0,049 | -0,047 |
| 311 | DIFFERENCE | -0,34 | -0,32 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
NEPA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.06 STOCKS BY SIZE CLASS

| LINE | I F F A | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|----------------------------|-----------|--------|--------|--------|--------|--------|--------|
| 11 YEAR-END ACTUAL STOCKS: | | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 SUBCOMPACT | | | | | | | |
| 41 ALTERNATE | | 16,275 | 17,918 | 19,565 | 21,082 | 22,097 | 22,736 |
| 51 BASELINE | | 16,275 | 17,918 | 19,397 | 20,745 | 21,632 | 22,229 |
| 61 DIFFERENCE | | 0,0 | 0,0 | 0,169 | 0,337 | 0,465 | 0,507 |
| 71% DIFFERENCE | | 0,0 | 0,0 | 0,87 | 1,63 | 2,15 | 2,28 |
| 81 | | | | | | | |
| 91 COMPACT | MILL AUTO | | | | | | |
| 101 ALTERNATE | | 16,947 | 17,878 | 18,620 | 19,290 | 19,721 | 20,064 |
| 111 BASELINE | | 16,947 | 17,878 | 18,633 | 19,285 | 19,719 | 20,143 |
| 121 DIFFERENCE | | 0,0 | 0,0 | -0,013 | 0,005 | 0,002 | -0,079 |
| 131% DIFFERENCE | | 0,0 | 0,0 | -0,07 | 0,02 | 0,01 | -0,39 |
| 141 | | | | | | | |
| 151 MID-SIZE | MILL AUTO | | | | | | |
| 161 ALTERNATE | | 22,309 | 23,467 | 24,226 | 24,906 | 25,048 | 25,007 |
| 171 BASELINE | | 22,309 | 23,467 | 24,203 | 24,826 | 24,959 | 25,038 |
| 181 DIFFERENCE | | 0,0 | 0,0 | 0,023 | 0,080 | 0,090 | -0,031 |
| 191% DIFFERENCE | | 0,0 | 0,0 | 0,10 | 0,32 | 0,36 | -0,12 |
| 201 | | | | | | | |
| 211 FULL SIZE | MILL AUTO | | | | | | |
| 221 ALTERNATE | | 32,695 | 31,936 | 31,262 | 31,148 | 30,387 | 29,389 |
| 231 BASELINE | | 32,695 | 31,936 | 31,391 | 31,345 | 30,721 | 30,071 |
| 241 DIFFERENCE | | 0,0 | 0,0 | -0,129 | -0,197 | -0,334 | -0,683 |
| 251% DIFFERENCE | | 0,0 | 0,0 | -0,41 | -0,63 | -1,09 | -2,27 |
| 261 | | | | | | | |
| 271 LUXURY | MILL AUTO | | | | | | |
| 281 ALTERNATE | | 8,418 | 8,806 | 9,114 | 9,425 | 9,570 | 9,632 |
| 291 BASELINE | | 8,418 | 8,806 | 9,107 | 9,401 | 9,543 | 9,652 |
| 301 DIFFERENCE | | 0,0 | 0,0 | 0,006 | 0,025 | 0,026 | -0,020 |
| 311% DIFFERENCE | | 0,0 | 0,0 | 0,07 | 0,26 | 0,27 | -0,21 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | TYPE | LIVEAR-END ACTUAL STOCKS | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--------------|--------------------------|--------|--------|--------|--------|--------|--------|
| | | | | | | | | |
| 21 | SURCOMPACT | | | | | | | |
| 21A | INTERMEDIATE | | 23,220 | 23,581 | 23,778 | 23,819 | 23,793 | 23,752 |
| 21B | SURSELITE | | 22,637 | 22,930 | 23,071 | 23,065 | 23,004 | 22,939 |
| 21C | DIFFERENCE | | 0,583 | 0,651 | 0,706 | 0,754 | 0,789 | 0,813 |
| 21D | DIFFERENCE | | 2,57 | 2,84 | 3,06 | 3,27 | 3,43 | 3,54 |
| 81 | COMPACT | | | | | | | |
| 81A | INTERMEDIATE | | 20,731 | 21,456 | 22,145 | 22,815 | 23,470 | 24,027 |
| 81B | INTERMEDIATE | | 20,813 | 21,525 | 22,187 | 22,817 | 23,430 | 23,947 |
| 81C | DIFFERENCE | | -0,082 | -0,068 | -0,042 | -0,002 | 0,040 | 0,080 |
| 81D | DIFFERENCE | | -0,40 | -0,32 | -0,19 | -0,01 | 0,17 | 0,33 |
| 141 | MID-SIZE | | | | | | | |
| 141A | INTERMEDIATE | | 25,289 | 25,701 | 26,094 | 26,491 | 26,900 | 27,268 |
| 141B | INTERMEDIATE | | 25,360 | 25,790 | 26,188 | 26,573 | 26,965 | 27,316 |
| 141C | DIFFERENCE | | -0,071 | -0,090 | -0,094 | -0,082 | -0,065 | -0,048 |
| 141D | DIFFERENCE | | -0,28 | -0,35 | -0,36 | -0,31 | -0,24 | -0,18 |
| 201 | FULL SIZE | | | | | | | |
| 201A | INTERMEDIATE | | 28,962 | 29,071 | 29,485 | 30,174 | 31,135 | 31,970 |
| 201B | INTERMEDIATE | | 29,868 | 30,135 | 30,653 | 31,396 | 32,382 | 33,226 |
| 201C | DIFFERENCE | | -0,906 | -1,065 | -1,168 | -1,221 | -1,246 | -1,256 |
| 201D | DIFFERENCE | | -3,03 | -3,53 | -3,81 | -3,89 | -3,85 | -3,78 |
| 261 | LUXURY | | | | | | | |
| 261A | INTERMEDIATE | | 9,799 | 10,020 | 10,253 | 10,507 | 10,793 | 11,060 |
| 261B | INTERMEDIATE | | 9,830 | 10,066 | 10,301 | 10,551 | 10,832 | 11,094 |
| 261C | DIFFERENCE | | -0,037 | -0,045 | -0,048 | -0,044 | -0,039 | -0,034 |
| 261D | DIFFERENCE | | -0,37 | -0,45 | -0,47 | -0,42 | -0,36 | -0,30 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|----------------------------|------------|--------|--------|--------|--------|--------|--------|
| 11 YEAR-END ACTUAL STOCKS: | | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 23,656 | 23,540 | 23,400 | 23,306 | 23,106 | 23,146 |
| 51 | RASFLINE | 22,838 | 22,729 | 22,608 | 22,534 | 22,552 | 22,607 |
| 61 | DIFFERENCE | 0,818 | 0,810 | 0,792 | 0,772 | 0,754 | 0,739 |
| 71 | DIFFERENCE | 3,58 | 3,56 | 3,50 | 3,43 | 3,34 | 3,27 |
| 81 | COMPACT | | | | | | |
| 91 | ALTERNATE | 24,496 | 24,868 | 25,162 | 25,379 | 25,592 | 25,771 |
| 101 | RASFLINE | 24,377 | 24,715 | 24,983 | 25,183 | 25,389 | 25,567 |
| 111 | DIFFERENCE | 0,119 | 0,153 | 0,179 | 0,196 | 0,203 | 0,204 |
| 121 | DIFFERENCE | 0,49 | 0,62 | 0,72 | 0,78 | 0,80 | 0,80 |
| 131 | DIFFERENCE | | | | | | |
| 141 | MTD-SIZE | | | | | | |
| 151 | ALTERNATE | 27,580 | 27,857 | 28,101 | 28,360 | 28,647 | 28,950 |
| 161 | RASFLINE | 27,612 | 27,875 | 28,112 | 28,370 | 28,661 | 28,973 |
| 171 | DIFFERENCE | -0,032 | -0,019 | -0,011 | -0,010 | -0,014 | -0,022 |
| 181 | DIFFERENCE | -0,11 | -0,07 | -0,04 | -0,03 | -0,05 | -0,08 |
| 191 | DIFFERENCE | | | | | | |
| 201 | FULL SIZE | | | | | | |
| 211 | ALTERNATE | 32,679 | 33,221 | 33,605 | 33,843 | 34,065 | 34,184 |
| 221 | RASFLINE | 33,927 | 34,451 | 34,816 | 35,043 | 35,269 | 35,403 |
| 231 | DIFFERENCE | -1,248 | -1,230 | -1,211 | -1,200 | -1,204 | -1,219 |
| 241 | DIFFERENCE | -3,68 | -3,57 | -3,48 | -3,42 | -3,41 | -3,44 |
| 251 | LUXURY | | | | | | |
| 261 | ALTERNATE | 11,305 | 11,530 | 11,737 | 11,935 | 12,150 | 12,359 |
| 271 | RASFLINE | 11,335 | 11,557 | 11,762 | 11,962 | 12,180 | 12,394 |
| 281 | DIFFERENCE | -0,029 | -0,026 | -0,025 | -0,027 | -0,030 | -0,035 |
| 291 | DIFFERENCE | -0,26 | -0,23 | -0,22 | -0,22 | -0,25 | -0,28 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|---------------------------|--------------|--------|--------|--------|--------|--------|--------|
| 1 YEAR-END ACTUAL STOCKS: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | MILL AUTO | | | | | | |
| 41 | ALTERNATE | 23,423 | 23,521 | 23,604 | 23,760 | 23,873 | 23,958 |
| 51 | BASELINE | 22,696 | 22,799 | 22,921 | 23,030 | 23,132 | 23,204 |
| 61 | DIFFERENCE | 0,728 | 0,722 | 0,723 | 0,730 | 0,741 | 0,754 |
| 71 | % DIFFERENCE | 3,21 | 3,17 | 3,15 | 3,17 | 3,21 | 3,25 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | MILL AUTO | | | | | | |
| 111 | ALTERNATE | 25,933 | 26,086 | 26,241 | 26,414 | 26,604 | 26,786 |
| 121 | BASELINE | 25,733 | 25,889 | 26,045 | 26,214 | 26,396 | 26,566 |
| 131 | DIFFERENCE | 0,201 | 0,197 | 0,197 | 0,200 | 0,208 | 0,219 |
| 141 | % DIFFERENCE | 0,78 | 0,76 | 0,76 | 0,76 | 0,79 | 0,83 |
| 151 | MID-SIZE | | | | | | |
| 161 | MILL AUTO | | | | | | |
| 171 | ALTERNATE | 29,258 | 29,568 | 29,878 | 30,199 | 30,515 | 30,801 |
| 181 | BASELINE | 29,291 | 29,609 | 29,925 | 30,246 | 30,558 | 30,838 |
| 191 | DIFFERENCE | -0,032 | -0,041 | -0,046 | -0,047 | -0,043 | -0,037 |
| 201 | % DIFFERENCE | -0,11 | -0,14 | -0,15 | -0,16 | -0,14 | -0,12 |
| 211 | FULL SIZE | | | | | | |
| 221 | MILL AUTO | | | | | | |
| 231 | ALTERNATE | 34,261 | 34,312 | 34,349 | 34,427 | 34,540 | 34,651 |
| 241 | BASELINE | 35,505 | 35,587 | 35,655 | 35,761 | 35,899 | 36,028 |
| 251 | DIFFERENCE | -1,244 | -1,275 | -1,306 | -1,334 | -1,359 | -1,377 |
| 261 | % DIFFERENCE | -3,50 | -3,58 | -3,66 | -3,73 | -3,79 | -3,82 |
| 271 | LUXURY | | | | | | |
| 281 | MILL AUTO | | | | | | |
| 291 | ALTERNATE | 12,571 | 12,786 | 13,007 | 13,236 | 13,471 | 13,699 |
| 301 | BASELINE | 12,612 | 12,832 | 13,055 | 13,286 | 13,521 | 13,748 |
| 311 | DIFFERENCE | -0,041 | -0,045 | -0,049 | -0,050 | -0,050 | -0,048 |
| 321 | % DIFFERENCE | -0,32 | -0,35 | -0,37 | -0,38 | -0,37 | -0,35 |

TABLE - 3.06 STOCKS BY SIZE CLASS - CONTINUED

| TYPE | TYPE M | 1999 | 2000 |
|----------------------------|-----------|--------|--------|
| 11 YEAR-END ACTUAL STOCKS: | | | |
| 21 | | | |
| 31 SURCOMPACT | MILL AUTO | 24,012 | 24,020 |
| 41 ALTERNATE | | 23,244 | 23,240 |
| 51 BASELINE | | 0,768 | 0,780 |
| 61 DIFFERENCE | | 3,350 | 3,356 |
| 71% DIFFERENCE | | | |
| 81 | | | |
| 91 COMPACT | MILL AUTO | 26,961 | 27,113 |
| 101 ALTERNATE | | 26,730 | 26,869 |
| 111 BASELINE | | 0,232 | 0,244 |
| 121 DIFFERENCE | | 0,87 | 0,91 |
| 131% DIFFERENCE | | | |
| 141 | | | |
| 151 MID-SIZE | MILL AUTO | 31,058 | 31,294 |
| 161 ALTERNATE | | 31,087 | 31,316 |
| 171 BASELINE | | -0,029 | -0,021 |
| 181 DIFFERENCE | | -0,09 | -0,07 |
| 191% DIFFERENCE | | | |
| 201 | | | |
| 211 FULL SIZE | MILL AUTO | 34,773 | 34,894 |
| 221 ALTERNATE | | 36,166 | 36,301 |
| 231 BASELINE | | -1,393 | -1,407 |
| 241 DIFFERENCE | | -3,85 | -3,88 |
| 251% DIFFERENCE | | | |
| 261 | | | |
| 271 LUXURY | MILL AUTO | 13,921 | 14,132 |
| 281 ALTERNATE | | 13,968 | 14,177 |
| 291 BASELINE | | -0,047 | -0,045 |
| 301 DIFFERENCE | | -0,33 | -0,32 |
| 311% DIFFERENCE | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
GFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LIFE | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--|-------|-------|-------|-------|-------|-------|
| 11AVERAGE NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 21ALTERNATE | 0.195 | 0.206 | 0.222 | 0.236 | 0.251 | 0.265 |
| 31BASELINE | 0.0 | 0.206 | 0.218 | 0.232 | 0.247 | 0.260 |
| 41DIFFERENCE | 0.0 | 0.0 | 0.004 | 0.004 | 0.004 | 0.004 |
| 51% DIFFERENCE | 0.0 | 0.0 | 1.74 | 1.71 | 1.68 | 1.64 |
| 71AVERAGE REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 81ALTERNATE | 0.152 | 0.152 | 0.155 | 0.157 | 0.157 | 0.157 |
| 91BASELINE | 0.152 | 0.152 | 0.152 | 0.154 | 0.154 | 0.154 |
| 101DIFFERENCE | 0.0 | 0.0 | 0.003 | 0.003 | 0.003 | 0.003 |
| 11% DIFFERENCE | 0.0 | 0.0 | 1.74 | 1.71 | 1.68 | 1.64 |
| 131CAPITALIZED COST PER MILE BY SIZE: | | | | | | |
| 141 | | | | | | |
| 151 SUBCOMPACTS | | | | | | |
| 161ALTERNATE | 0.152 | 0.161 | 0.173 | 0.184 | 0.196 | 0.207 |
| 171BASELINE | 0.152 | 0.161 | 0.170 | 0.181 | 0.193 | 0.204 |
| 181DIFFERENCE | 0.0 | 0.0 | 0.003 | 0.003 | 0.003 | 0.004 |
| 191% DIFFERENCE | 0.0 | 0.0 | 1.81 | 1.79 | 1.76 | 1.73 |
| 201 | | | | | | |
| 211 COMPACTS | | | | | | |
| 221ALTERNATE | 0.175 | 0.184 | 0.199 | 0.212 | 0.225 | 0.238 |
| 231BASELINE | 0.175 | 0.184 | 0.195 | 0.208 | 0.221 | 0.233 |
| 241DIFFERENCE | 0.0 | 0.0 | 0.004 | 0.004 | 0.004 | 0.005 |
| 251% DIFFERENCE | 0.0 | 0.0 | 2.13 | 2.10 | 2.02 | 1.95 |
| 261 | | | | | | |
| 271 MID-SIZE | | | | | | |
| 281ALTERNATE | 0.198 | 0.208 | 0.224 | 0.238 | 0.252 | 0.266 |
| 291BASELINE | 0.198 | 0.208 | 0.219 | 0.233 | 0.247 | 0.261 |
| 301DIFFERENCE | 0.0 | 0.0 | 0.005 | 0.005 | 0.005 | 0.005 |
| 311% DIFFERENCE | 0.0 | 0.0 | 2.23 | 2.18 | 2.11 | 2.06 |
| 321 | | | | | | |
| 331 FULL SIZE | | | | | | |
| 341ALTERNATE | 0.217 | 0.226 | 0.242 | 0.257 | 0.273 | 0.288 |
| 351BASELINE | 0.217 | 0.226 | 0.237 | 0.252 | 0.267 | 0.283 |
| 361DIFFERENCE | 0.0 | 0.0 | 0.005 | 0.005 | 0.006 | 0.006 |
| 371% DIFFERENCE | 0.0 | 0.0 | 2.16 | 2.10 | 2.06 | 2.02 |
| 381 | | | | | | |
| 391 LUXURY | | | | | | |
| 401ALTERNATE | 0.281 | 0.294 | 0.313 | 0.333 | 0.354 | 0.374 |
| 411BASELINE | 0.281 | 0.294 | 0.308 | 0.328 | 0.348 | 0.368 |
| 421DIFFERENCE | 0.0 | 0.0 | 0.005 | 0.005 | 0.006 | 0.006 |
| 431% DIFFERENCE | 0.0 | 0.0 | 1.71 | 1.68 | 1.65 | 1.62 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | AVG NOMINAL CAP. COST PER MILE | | | | | | |
| 21 | ALTERNATE | 0.277 | 0.290 | 0.304 | 0.317 | 0.331 | 0.345 |
| 31 | BASELINE | 0.273 | 0.285 | 0.299 | 0.312 | 0.325 | 0.339 |
| 41 | DIFFERENCE | 0.004 | 0.005 | 0.005 | 0.005 | 0.005 | 0.006 |
| 51 | % DIFFERENCE | 1.64 | 1.65 | 1.65 | 1.65 | 1.67 | 1.67 |
| 61 | AVG REAL CAP. COST PER MILE | | | | | | |
| 71 | ALTERNATE | 0.157 | 0.158 | 0.158 | 0.158 | 0.159 | 0.159 |
| 81 | BASELINE | 0.155 | 0.155 | 0.155 | 0.156 | 0.156 | 0.157 |
| 91 | DIFFERENCE | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 |
| 101 | % DIFFERENCE | 1.64 | 1.65 | 1.65 | 1.65 | 1.67 | 1.67 |
| 121 | | | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | |
| 141 | | | | | | | |
| 151 | SUBCOMPACTS | | | | | | |
| 161 | ALTERNATE | 0.218 | 0.228 | 0.239 | 0.250 | 0.261 | 0.273 |
| 171 | BASELINE | 0.214 | 0.224 | 0.235 | 0.246 | 0.257 | 0.268 |
| 181 | DIFFERENCE | 0.004 | 0.004 | 0.004 | 0.004 | 0.005 | 0.005 |
| 191 | % DIFFERENCE | 1.73 | 1.73 | 1.73 | 1.74 | 1.75 | 1.76 |
| 201 | | | | | | | |
| 211 | COMPACTS | | | | | | |
| 221 | ALTERNATE | 0.248 | 0.260 | 0.272 | 0.284 | 0.296 | 0.309 |
| 231 | BASELINE | 0.244 | 0.255 | 0.267 | 0.279 | 0.291 | 0.304 |
| 241 | DIFFERENCE | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.006 |
| 251 | % DIFFERENCE | 1.91 | 1.90 | 1.89 | 1.88 | 1.88 | 1.89 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 0.278 | 0.291 | 0.304 | 0.317 | 0.330 | 0.344 |
| 291 | BASELINE | 0.273 | 0.285 | 0.298 | 0.310 | 0.323 | 0.337 |
| 301 | DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.006 | 0.006 | 0.007 |
| 311 | % DIFFERENCE | 2.04 | 2.03 | 2.01 | 2.00 | 2.00 | 2.02 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 0.302 | 0.315 | 0.329 | 0.343 | 0.356 | 0.372 |
| 351 | BASELINE | 0.296 | 0.309 | 0.323 | 0.336 | 0.349 | 0.364 |
| 361 | DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.007 | 0.007 | 0.007 |
| 371 | % DIFFERENCE | 2.03 | 2.02 | 2.00 | 1.98 | 1.98 | 1.99 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 0.391 | 0.407 | 0.425 | 0.442 | 0.459 | 0.478 |
| 411 | BASELINE | 0.384 | 0.400 | 0.418 | 0.435 | 0.452 | 0.471 |
| 421 | DIFFERENCE | 0.006 | 0.007 | 0.007 | 0.007 | 0.007 | 0.008 |
| 431 | % DIFFERENCE | 1.63 | 1.62 | 1.61 | 1.60 | 1.60 | 1.61 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--|-------|-------|-------|-------|-------|-------|
| 11 | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 21 | ALTERNATE | 0.360 | 0.375 | 0.391 | 0.408 | 0.424 | 0.440 |
| 31 | BASELINE | 0.354 | 0.369 | 0.385 | 0.401 | 0.417 | 0.433 |
| 41 | DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.007 | 0.007 | 0.007 |
| 51 | % DIFFERENCE | 1.68 | 1.68 | 1.69 | 1.69 | 1.70 | 1.70 |
| 61 | | | | | | | |
| 71 | AVG PEAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 81 | ALTERNATE | 0.160 | 0.161 | 0.162 | 0.163 | 0.164 | 0.165 |
| 91 | BASELINE | 0.158 | 0.159 | 0.159 | 0.160 | 0.161 | 0.162 |
| 101 | DIFFERENCE | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 |
| 111 | % DIFFERENCE | 1.68 | 1.68 | 1.69 | 1.69 | 1.70 | 1.70 |
| 121 | | | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | |
| 141 | | | | | | | |
| 151 | SUMCONTRACTS | | | | | | |
| 161 | ALTERNATE | 0.284 | 0.296 | 0.309 | 0.321 | 0.334 | 0.347 |
| 171 | BASELINE | 0.279 | 0.291 | 0.303 | 0.316 | 0.328 | 0.341 |
| 181 | DIFFERENCE | 0.005 | 0.005 | 0.005 | 0.006 | 0.006 | 0.006 |
| 191 | % DIFFERENCE | 1.77 | 1.77 | 1.78 | 1.77 | 1.79 | 1.80 |
| 201 | | | | | | | |
| 211 | COMPACTS | | | | | | |
| 221 | ALTERNATE | 0.323 | 0.337 | 0.351 | 0.366 | 0.381 | 0.396 |
| 231 | BASELINE | 0.317 | 0.330 | 0.344 | 0.359 | 0.374 | 0.388 |
| 241 | DIFFERENCE | 0.006 | 0.006 | 0.007 | 0.007 | 0.007 | 0.007 |
| 251 | % DIFFERENCE | 1.89 | 1.89 | 1.89 | 1.89 | 1.90 | 1.91 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 0.359 | 0.374 | 0.390 | 0.407 | 0.423 | 0.439 |
| 291 | BASELINE | 0.352 | 0.367 | 0.382 | 0.398 | 0.414 | 0.430 |
| 301 | DIFFERENCE | 0.007 | 0.007 | 0.008 | 0.008 | 0.009 | 0.009 |
| 311 | % DIFFERENCE | 2.02 | 2.03 | 2.03 | 2.04 | 2.05 | 2.06 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 0.387 | 0.404 | 0.421 | 0.439 | 0.456 | 0.473 |
| 351 | BASELINE | 0.380 | 0.396 | 0.412 | 0.430 | 0.447 | 0.464 |
| 361 | DIFFERENCE | 0.008 | 0.008 | 0.008 | 0.009 | 0.009 | 0.009 |
| 371 | % DIFFERENCE | 2.00 | 2.00 | 2.01 | 2.02 | 2.04 | 2.04 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 0.499 | 0.520 | 0.542 | 0.565 | 0.587 | 0.609 |
| 411 | BASELINE | 0.491 | 0.511 | 0.533 | 0.556 | 0.577 | 0.599 |
| 421 | DIFFERENCE | 0.008 | 0.008 | 0.009 | 0.009 | 0.010 | 0.010 |
| 431 | % DIFFERENCE | 1.62 | 1.63 | 1.63 | 1.64 | 1.66 | 1.66 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | T Y P E | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--|-------|-------|-------|-------|-------|-------|
| 11 | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 11A | ALTERNATE | 0.458 | 0.475 | 0.494 | 0.513 | 0.533 | 0.553 |
| 11B | BASELINE | 0.450 | 0.467 | 0.486 | 0.504 | 0.524 | 0.544 |
| 11C | DIFFERENCE | 0.008 | 0.008 | 0.008 | 0.009 | 0.009 | 0.010 |
| 11D | 5% DIFFERENCE | 1.71 | 1.72 | 1.72 | 1.73 | 1.74 | 1.75 |
| 61 | AVG REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 61A | ALTERNATE | 0.166 | 0.167 | 0.168 | 0.170 | 0.171 | 0.172 |
| 61B | BASELINE | 0.163 | 0.165 | 0.166 | 0.167 | 0.168 | 0.169 |
| 61C | DIFFERENCE | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 |
| 61D | 5% DIFFERENCE | 1.71 | 1.72 | 1.72 | 1.73 | 1.74 | 1.75 |
| 121 | CAPITALIZED COST PER MILE BY SIZE1 | | | | | | |
| 131 | SUBCOMPACTS | | | | | | |
| 141 | ALTERNATE | 0.360 | 0.374 | 0.388 | 0.402 | 0.418 | 0.434 |
| 151 | BASELINE | 0.353 | 0.367 | 0.381 | 0.395 | 0.410 | 0.426 |
| 161 | DIFFERENCE | 0.006 | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 |
| 171 | 5% DIFFERENCE | 1.80 | 1.81 | 1.82 | 1.83 | 1.84 | 1.84 |
| 201 | COMPACTS | | | | | | |
| 211 | ALTERNATE | 0.411 | 0.427 | 0.444 | 0.461 | 0.478 | 0.497 |
| 221 | BASELINE | 0.403 | 0.419 | 0.435 | 0.452 | 0.469 | 0.487 |
| 231 | DIFFERENCE | 0.008 | 0.008 | 0.008 | 0.009 | 0.009 | 0.010 |
| 241 | 5% DIFFERENCE | 1.92 | 1.92 | 1.93 | 1.94 | 1.95 | 1.95 |
| 261 | MID-SIZE | | | | | | |
| 271 | ALTERNATE | 0.456 | 0.473 | 0.492 | 0.510 | 0.530 | 0.550 |
| 281 | BASELINE | 0.447 | 0.464 | 0.482 | 0.500 | 0.519 | 0.538 |
| 291 | DIFFERENCE | 0.009 | 0.010 | 0.010 | 0.010 | 0.011 | 0.011 |
| 301 | 5% DIFFERENCE | 2.07 | 2.08 | 2.09 | 2.10 | 2.11 | 2.12 |
| 321 | FULL SIZE | | | | | | |
| 331 | ALTERNATE | 0.491 | 0.510 | 0.530 | 0.550 | 0.570 | 0.592 |
| 341 | BASELINE | 0.482 | 0.500 | 0.519 | 0.539 | 0.559 | 0.580 |
| 351 | DIFFERENCE | 0.010 | 0.010 | 0.011 | 0.011 | 0.012 | 0.012 |
| 361 | 5% DIFFERENCE | 2.05 | 2.06 | 2.07 | 2.08 | 2.09 | 2.10 |
| 381 | LUXURY | | | | | | |
| 391 | ALTERNATE | 0.633 | 0.657 | 0.682 | 0.708 | 0.735 | 0.762 |
| 401 | BASELINE | 0.622 | 0.646 | 0.671 | 0.696 | 0.722 | 0.750 |
| 411 | DIFFERENCE | 0.011 | 0.011 | 0.011 | 0.012 | 0.012 | 0.013 |
| 421 | 5% DIFFERENCE | 1.67 | 1.68 | 1.68 | 1.69 | 1.70 | 1.71 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | T T E M | 1999 | 2000 |
|------|--|-------|-------|
| | | | |
| 11 | AVG NOMINAL CAP. COST PER MILE \$/MILE | | |
| 21 | ALTERNATE | 0.575 | 0.597 |
| 31 | BASELINE | 0.565 | 0.587 |
| 41 | DIFFERENCE | 0.010 | 0.010 |
| 51 | DIFFERENCE | 1.76 | 1.76 |
| 61 | | | |
| 71 | AVG REAL CAP. COST PER MILE 1972 \$ | | |
| 81 | ALTERNATE | 0.173 | 0.174 |
| 91 | BASELINE | 0.170 | 0.171 |
| 101 | DIFFERENCE | 0.003 | 0.003 |
| 111 | DIFFERENCE | 1.76 | 1.76 |
| 121 | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE | | |
| 141 | | | |
| 151 | SUBCOMPACTS \$/MILE | | |
| 161 | ALTERNATE | 0.450 | 0.467 |
| 171 | BASELINE | 0.442 | 0.459 |
| 181 | DIFFERENCE | 0.008 | 0.009 |
| 191 | DIFFERENCE | 1.85 | 1.86 |
| 201 | | | |
| 211 | COMPACTS \$/MILE | | |
| 221 | ALTERNATE | 0.516 | 0.536 |
| 231 | BASELINE | 0.506 | 0.525 |
| 241 | DIFFERENCE | 0.010 | 0.010 |
| 251 | DIFFERENCE | 1.96 | 1.97 |
| 261 | | | |
| 271 | MID-SIZE \$/MILE | | |
| 281 | ALTERNATE | 0.571 | 0.592 |
| 291 | BASELINE | 0.559 | 0.580 |
| 301 | DIFFERENCE | 0.012 | 0.012 |
| 311 | DIFFERENCE | 2.13 | 2.14 |
| 321 | | | |
| 331 | FULL SIZE \$/MILE | | |
| 341 | ALTERNATE | 0.614 | 0.638 |
| 351 | BASELINE | 0.602 | 0.624 |
| 361 | DIFFERENCE | 0.013 | 0.013 |
| 371 | DIFFERENCE | 2.11 | 2.12 |
| 381 | | | |
| 391 | LUXURY \$/MILE | | |
| 401 | ALTERNATE | 0.791 | 0.821 |
| 411 | BASELINE | 0.778 | 0.807 |
| 421 | DIFFERENCE | 0.013 | 0.014 |
| 431 | DIFFERENCE | 1.72 | 1.72 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
MEF4 LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.08 CAPITALIZED COSTS PER MILE

| LINE | I T E M | | | | | | | | | | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|----------------------------------|---------------------------|--|--|--|--|--|--|--|--|--|--|-------|-------|-------|-------|-------|-------|
| 11CAP, COST PER MILE BY FOR/DOM: | | | | | | | | | | | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | | | | | | | | | | | |
| 31 | 41ALTERNATE | | | | | | | | | | | 0.196 | 0.208 | 0.225 | 0.240 | 0.255 | 0.269 |
| 41 | 51BASELINE | | | | | | | | | | | 0.196 | 0.208 | 0.221 | 0.236 | 0.250 | 0.264 |
| 51 | 61DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.004 | 0.004 | 0.004 | 0.005 |
| 61 | 71% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.78 | 1.77 | 1.74 | 1.71 |
| 71 | TOTAL FOREIGN | | | | | | | | | | | | | | | | |
| 81 | 101ALTERNATE | | | | | | | | | | | 0.165 | 0.179 | 0.191 | 0.203 | 0.218 | 0.232 |
| 91 | 11BASELINE | | | | | | | | | | | 0.165 | 0.179 | 0.189 | 0.201 | 0.216 | 0.230 |
| 101 | 121DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.002 | 0.002 | 0.002 | 0.002 |
| 111 | 131% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.94 | 0.95 | 1.01 | 1.07 |
| 121 | TOTAL DOMESTIC SUBCOMPACT | | | | | | | | | | | | | | | | |
| 131 | 161ALTERNATE | | | | | | | | | | | 0.153 | 0.162 | 0.175 | 0.186 | 0.198 | 0.209 |
| 141 | 171BASELINE | | | | | | | | | | | 0.153 | 0.162 | 0.171 | 0.183 | 0.194 | 0.205 |
| 151 | 181DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.003 | 0.003 | 0.004 | 0.004 |
| 161 | 191% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.94 | 1.90 | 1.84 | 1.79 |
| 171 | TOTAL FOREIGN SUBCOMPACT | | | | | | | | | | | | | | | | |
| 181 | 221ALTERNATE | | | | | | | | | | | 0.151 | 0.160 | 0.172 | 0.182 | 0.194 | 0.206 |
| 191 | 231BASELINE | | | | | | | | | | | 0.151 | 0.160 | 0.169 | 0.179 | 0.191 | 0.203 |
| 201 | 241DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.003 | 0.003 | 0.003 | 0.003 |
| 211 | 251% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.70 | 1.68 | 1.68 | 1.67 |
| 221 | TOTAL DOMESTIC COMPACT | | | | | | | | | | | | | | | | |
| 231 | 321ALTERNATE | | | | | | | | | | | 0.174 | 0.182 | 0.197 | 0.210 | 0.223 | 0.235 |
| 241 | 331BASELINE | | | | | | | | | | | 0.174 | 0.182 | 0.193 | 0.206 | 0.218 | 0.230 |
| 251 | 341DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.004 | 0.004 | 0.005 | 0.005 |
| 261 | 351% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 2.19 | 2.16 | 2.07 | 2.00 |
| 271 | TOTAL FOREIGN COMPACT | | | | | | | | | | | | | | | | |
| 281 | 421ALTERNATE | | | | | | | | | | | 0.199 | 0.212 | 0.226 | 0.241 | 0.257 | 0.273 |
| 291 | 431BASELINE | | | | | | | | | | | 0.199 | 0.212 | 0.223 | 0.237 | 0.254 | 0.269 |
| 301 | 441DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.003 | 0.003 | 0.004 | 0.004 |
| 311 | 451% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.44 | 1.44 | 1.43 | 1.42 |
| 321 | TOTAL DOMESTIC LUXURY | | | | | | | | | | | | | | | | |
| 331 | 521ALTERNATE | | | | | | | | | | | 0.276 | 0.287 | 0.307 | 0.326 | 0.345 | 0.365 |
| 341 | 531BASELINE | | | | | | | | | | | 0.276 | 0.287 | 0.301 | 0.320 | 0.340 | 0.358 |
| 351 | 541DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.005 | 0.006 | 0.006 | 0.006 |
| 361 | 551% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.81 | 1.77 | 1.74 | 1.72 |
| 371 | TOTAL FOREIGN LUXURY | | | | | | | | | | | | | | | | |
| 381 | 621ALTERNATE | | | | | | | | | | | 0.318 | 0.343 | 0.363 | 0.388 | 0.415 | 0.442 |
| 391 | 631BASELINE | | | | | | | | | | | 0.318 | 0.343 | 0.359 | 0.384 | 0.411 | 0.437 |
| 401 | 641DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 0.004 | 0.004 | 0.004 | 0.005 |
| 411 | 651% DIFFERENCE | | | | | | | | | | | 0.0 | 0.0 | 1.09 | 1.09 | 1.07 | 1.07 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | ITEM | CAP. COST PER MILE BY FORM | UNIT | YEAR | | | | |
|------|---------------------------|----------------------------|---------|-------|-------|-------|-------|-------|
| | | | | 1981 | 1982 | 1983 | 1984 | 1985 |
| 21 | TOTAL DOMESTIC | | \$/MILE | | | | | |
| 21A | ALTERNATE | | | 0.281 | 0.294 | 0.308 | 0.321 | 0.335 |
| 21B | BASELINE | | | 0.276 | 0.289 | 0.303 | 0.316 | 0.329 |
| 21C | DIFFERENCE | | | 0.005 | 0.005 | 0.005 | 0.006 | 0.006 |
| 21D | DIFFERENCE | | | 1.72 | 1.74 | 1.74 | 1.75 | 1.77 |
| 21E | TOTAL FOREIGN | | \$/MILE | | | | | |
| 21F | ALTERNATE | | | 0.246 | 0.259 | 0.272 | 0.286 | 0.300 |
| 21G | BASELINE | | | 0.244 | 0.256 | 0.269 | 0.282 | 0.296 |
| 21H | DIFFERENCE | | | 0.003 | 0.003 | 0.003 | 0.004 | 0.004 |
| 21I | DIFFERENCE | | | 1.13 | 1.16 | 1.21 | 1.24 | 1.27 |
| 21J | TOTAL DOMESTIC SUBCOMPACT | | \$/MILE | | | | | |
| 21K | ALTERNATE | | | 0.219 | 0.229 | 0.240 | 0.251 | 0.263 |
| 21L | BASELINE | | | 0.215 | 0.225 | 0.236 | 0.247 | 0.258 |
| 21M | DIFFERENCE | | | 0.004 | 0.004 | 0.004 | 0.004 | 0.005 |
| 21N | DIFFERENCE | | | 1.77 | 1.76 | 1.75 | 1.76 | 1.77 |
| 21O | TOTAL FOREIGN SUBCOMPACT | | \$/MILE | | | | | |
| 21P | ALTERNATE | | | 0.217 | 0.227 | 0.238 | 0.249 | 0.260 |
| 21Q | BASELINE | | | 0.213 | 0.223 | 0.234 | 0.245 | 0.256 |
| 21R | DIFFERENCE | | | 0.004 | 0.004 | 0.004 | 0.004 | 0.004 |
| 21S | DIFFERENCE | | | 1.69 | 1.70 | 1.71 | 1.72 | 1.74 |
| 21T | TOTAL DOMESTIC COMPACT | | \$/MILE | | | | | |
| 21U | ALTERNATE | | | 0.245 | 0.257 | 0.269 | 0.281 | 0.293 |
| 21V | BASELINE | | | 0.241 | 0.252 | 0.264 | 0.275 | 0.287 |
| 21W | DIFFERENCE | | | 0.005 | 0.005 | 0.005 | 0.005 | 0.006 |
| 21X | DIFFERENCE | | | 1.96 | 1.95 | 1.93 | 1.92 | 1.93 |
| 21Y | TOTAL FOREIGN COMPACT | | \$/MILE | | | | | |
| 21Z | ALTERNATE | | | 0.287 | 0.301 | 0.315 | 0.330 | 0.344 |
| 21AA | BASELINE | | | 0.283 | 0.297 | 0.311 | 0.325 | 0.339 |
| 21AB | DIFFERENCE | | | 0.004 | 0.004 | 0.004 | 0.005 | 0.005 |
| 21AC | DIFFERENCE | | | 1.43 | 1.43 | 1.43 | 1.44 | 1.45 |
| 21AD | TOTAL DOMESTIC LUXURY | | \$/MILE | | | | | |
| 21AE | ALTERNATE | | | 0.381 | 0.396 | 0.413 | 0.429 | 0.445 |
| 21AF | BASELINE | | | 0.374 | 0.389 | 0.406 | 0.422 | 0.438 |
| 21AG | DIFFERENCE | | | 0.006 | 0.007 | 0.007 | 0.007 | 0.008 |
| 21AH | DIFFERENCE | | | 1.73 | 1.72 | 1.70 | 1.69 | 1.70 |
| 21AI | TOTAL FOREIGN LUXURY | | \$/MILE | | | | | |
| 21AJ | ALTERNATE | | | 0.464 | 0.487 | 0.511 | 0.536 | 0.561 |
| 21AK | BASELINE | | | 0.459 | 0.482 | 0.506 | 0.530 | 0.554 |
| 21AL | DIFFERENCE | | | 0.005 | 0.005 | 0.005 | 0.006 | 0.006 |
| 21AM | DIFFERENCE | | | 1.07 | 1.08 | 1.09 | 1.10 | 1.12 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------|-------|-------|-------|-------|-------|-------|
| | 11CAP, COST PER MILE BY FOR/DOM | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 11ALTERNATE | | 0.380 | 0.396 | 0.412 | 0.429 | 0.445 |
| 41 | 11BASELINE | 0.364 | 0.373 | 0.389 | 0.405 | 0.421 | 0.437 |
| 51 | 11DIFFERENCE | 0.006 | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 |
| 71 | 71% DIFFERENCE | 1.78 | 1.78 | 1.78 | 1.78 | 1.79 | 1.79 |
| 81 | TOTAL FOREIGN | | | | | | |
| 91 | 10ALTERNATE | 0.326 | 0.340 | 0.355 | 0.370 | 0.384 | 0.399 |
| 101 | 10BASELINE | 0.322 | 0.336 | 0.350 | 0.365 | 0.380 | 0.394 |
| 121 | 12DIFFERENCE | 0.004 | 0.004 | 0.004 | 0.005 | 0.005 | 0.005 |
| 131 | 13% DIFFERENCE | 1.28 | 1.27 | 1.28 | 1.26 | 1.26 | 1.26 |
| 141 | TOTAL SUBCOMPACT | | | | | | |
| 151 | 16ALTERNATE | 0.286 | 0.298 | 0.311 | 0.324 | 0.337 | 0.350 |
| 161 | 16BASELINE | 0.281 | 0.293 | 0.305 | 0.318 | 0.331 | 0.344 |
| 181 | 18DIFFERENCE | 0.005 | 0.005 | 0.005 | 0.006 | 0.006 | 0.006 |
| 191 | 19% DIFFERENCE | 1.77 | 1.77 | 1.77 | 1.76 | 1.77 | 1.78 |
| 201 | TOTAL COMPACT | | | | | | |
| 211 | 22ALTERNATE | 0.283 | 0.294 | 0.307 | 0.320 | 0.332 | 0.344 |
| 221 | 22BASELINE | 0.278 | 0.289 | 0.301 | 0.314 | 0.326 | 0.338 |
| 241 | 24DIFFERENCE | 0.005 | 0.005 | 0.005 | 0.006 | 0.006 | 0.006 |
| 251 | 25% DIFFERENCE | 1.76 | 1.77 | 1.78 | 1.79 | 1.80 | 1.81 |
| 261 | TOTAL DOMESTIC COMPACT | | | | | | |
| 271 | 28ALTERNATE | 0.319 | 0.332 | 0.347 | 0.362 | 0.376 | 0.391 |
| 281 | 28BASELINE | 0.313 | 0.326 | 0.340 | 0.355 | 0.369 | 0.383 |
| 301 | 30DIFFERENCE | 0.006 | 0.006 | 0.007 | 0.007 | 0.007 | 0.007 |
| 311 | 31% DIFFERENCE | 1.93 | 1.93 | 1.93 | 1.93 | 1.94 | 1.95 |
| 321 | TOTAL FOREIGN COMPACT | | | | | | |
| 331 | 34ALTERNATE | 0.374 | 0.390 | 0.407 | 0.425 | 0.441 | 0.458 |
| 341 | 34BASELINE | 0.369 | 0.384 | 0.401 | 0.419 | 0.435 | 0.452 |
| 361 | 36DIFFERENCE | 0.005 | 0.006 | 0.006 | 0.006 | 0.006 | 0.007 |
| 371 | 37% DIFFERENCE | 1.45 | 1.44 | 1.44 | 1.45 | 1.46 | 1.47 |
| 381 | TOTAL DOMESTIC LUXURY | | | | | | |
| 391 | 40ALTERNATE | 0.483 | 0.503 | 0.524 | 0.546 | 0.567 | 0.588 |
| 401 | 40BASELINE | 0.475 | 0.495 | 0.515 | 0.536 | 0.557 | 0.578 |
| 421 | 42DIFFERENCE | 0.008 | 0.008 | 0.009 | 0.009 | 0.010 | 0.010 |
| 431 | 43% DIFFERENCE | 1.71 | 1.71 | 1.72 | 1.73 | 1.75 | 1.76 |
| 441 | TOTAL FOREIGN LUXURY | | | | | | |
| 451 | 46ALTERNATE | 0.614 | 0.642 | 0.672 | 0.704 | 0.733 | 0.763 |
| 461 | 46BASELINE | 0.607 | 0.635 | 0.665 | 0.696 | 0.725 | 0.755 |
| 481 | 48DIFFERENCE | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 | 0.009 |
| 491 | 49% DIFFERENCE | 1.12 | 1.12 | 1.12 | 1.12 | 1.13 | 1.13 |

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

| I T E M | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------------------------------|---------------------|-------|-------|-------|-------|-------|-------|
| CAP. COST PER MILE BY FOR/DO | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 21A | ALTERNATE | 0.463 | 0.481 | 0.499 | 0.518 | 0.538 | 0.559 |
| 21B | BASELINE | 0.454 | 0.472 | 0.491 | 0.509 | 0.529 | 0.549 |
| 21C | DIFFERENCE | 0.009 | 0.009 | 0.009 | 0.009 | 0.010 | 0.010 |
| 21D | 71% DIFFERENCE | 1.80 | 1.80 | 1.81 | 1.82 | 1.83 | 1.84 |
| 41 | TOTAL FOREIGN | | | | | | |
| 41A | ALTERNATE | 0.415 | 0.432 | 0.449 | 0.467 | 0.486 | 0.505 |
| 41B | BASELINE | 0.410 | 0.426 | 0.443 | 0.461 | 0.480 | 0.499 |
| 41C | DIFFERENCE | 0.005 | 0.005 | 0.006 | 0.006 | 0.006 | 0.006 |
| 41D | 71% DIFFERENCE | 1.25 | 1.25 | 1.25 | 1.24 | 1.23 | 1.23 |
| 151 | DOMESTIC SURCOMPACT | | | | | | |
| 151A | ALTERNATE | 0.363 | 0.371 | 0.392 | 0.407 | 0.423 | 0.439 |
| 151B | BASELINE | 0.357 | 0.371 | 0.385 | 0.400 | 0.415 | 0.432 |
| 151C | DIFFERENCE | 0.006 | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 |
| 151D | 71% DIFFERENCE | 1.79 | 1.79 | 1.80 | 1.81 | 1.81 | 1.82 |
| 201 | FOREIGN SURCOMPACT | | | | | | |
| 201A | ALTERNATE | 0.357 | 0.370 | 0.384 | 0.398 | 0.413 | 0.428 |
| 201B | BASELINE | 0.350 | 0.363 | 0.377 | 0.391 | 0.405 | 0.420 |
| 201C | DIFFERENCE | 0.006 | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 |
| 201D | 71% DIFFERENCE | 1.82 | 1.83 | 1.84 | 1.85 | 1.86 | 1.87 |
| 261 | DOMESTIC COMPACT | | | | | | |
| 261A | ALTERNATE | 0.406 | 0.422 | 0.438 | 0.455 | 0.473 | 0.491 |
| 261B | BASELINE | 0.398 | 0.414 | 0.430 | 0.446 | 0.463 | 0.481 |
| 261C | DIFFERENCE | 0.008 | 0.008 | 0.008 | 0.009 | 0.009 | 0.010 |
| 261D | 71% DIFFERENCE | 1.96 | 1.96 | 1.97 | 1.98 | 1.99 | 1.99 |
| 331 | FOREIGN COMPACT | | | | | | |
| 331A | ALTERNATE | 0.476 | 0.494 | 0.513 | 0.533 | 0.553 | 0.574 |
| 331B | BASELINE | 0.469 | 0.487 | 0.506 | 0.525 | 0.545 | 0.566 |
| 331C | DIFFERENCE | 0.007 | 0.007 | 0.008 | 0.008 | 0.008 | 0.008 |
| 331D | 71% DIFFERENCE | 1.47 | 1.48 | 1.48 | 1.49 | 1.49 | 1.50 |
| 391 | DOMESTIC LUXURY | | | | | | |
| 391A | ALTERNATE | 0.611 | 0.634 | 0.658 | 0.682 | 0.707 | 0.734 |
| 391B | BASELINE | 0.600 | 0.623 | 0.646 | 0.670 | 0.695 | 0.721 |
| 391C | DIFFERENCE | 0.011 | 0.011 | 0.012 | 0.012 | 0.013 | 0.013 |
| 391D | 71% DIFFERENCE | 1.76 | 1.77 | 1.78 | 1.79 | 1.80 | 1.81 |
| 401 | FOREIGN LUXURY | | | | | | |
| 401A | ALTERNATE | 0.795 | 0.828 | 0.862 | 0.898 | 0.935 | 0.974 |
| 401B | BASELINE | 0.819 | 0.853 | 0.888 | 0.925 | 0.963 | 1.001 |
| 401C | DIFFERENCE | 0.009 | 0.009 | 0.010 | 0.010 | 0.011 | 0.011 |
| 401D | 71% DIFFERENCE | 1.13 | 1.13 | 1.13 | 1.13 | 1.14 | 1.14 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | ITEM | 1999 | | 2000 | |
|------|---------------------------------|--------|-------|------|-------|
| | | 1999 | | 2000 | |
| | 10CAP. COST PER MILE BY FOR/DOM | | | | |
| 21 | 31 TOTAL DOMESTIC | | | | |
| | 41ALTERNATE | \$/MIL | 0.581 | | 0.603 |
| | 51BASELINE | | 0.570 | | 0.592 |
| | 61DIFFERENCE | | 0.011 | | 0.011 |
| | 71% DIFFERENCE | | 1.85 | | 1.86 |
| 31 | 91 TOTAL FOREIGN | | | | |
| | 101ALTERNATE | \$/MIL | 0.526 | | 0.547 |
| | 111BASELINE | | 0.519 | | 0.540 |
| | 121DIFFERENCE | | 0.006 | | 0.007 |
| | 131% DIFFERENCE | | 1.22 | | 1.22 |
| 141 | 151 DOMESTIC SUBCOMPACT | | | | |
| | 161ALTERNATE | \$/MIL | 0.459 | | 0.474 |
| | 171BASELINE | | 0.448 | | 0.466 |
| | 181DIFFERENCE | | 0.008 | | 0.009 |
| | 191% DIFFERENCE | | 1.63 | | 1.63 |
| 201 | 211 FOREIGN SUBCOMPACT | | | | |
| | 221ALTERNATE | \$/MIL | 0.444 | | 0.461 |
| | 231BASELINE | | 0.436 | | 0.452 |
| | 241DIFFERENCE | | 0.008 | | 0.009 |
| | 251% DIFFERENCE | | 1.88 | | 1.89 |
| 261 | 271 DOMESTIC COMPACT | | | | |
| | 281ALTERNATE | \$/MIL | 0.510 | | 0.529 |
| | 291BASELINE | | 0.500 | | 0.519 |
| | 301DIFFERENCE | | 0.010 | | 0.010 |
| | 311% DIFFERENCE | | 2.00 | | 2.01 |
| 321 | 331 FOREIGN COMPACT | | | | |
| | 341ALTERNATE | \$/MIL | 0.596 | | 0.619 |
| | 351BASELINE | | 0.588 | | 0.610 |
| | 361DIFFERENCE | | 0.009 | | 0.009 |
| | 371% DIFFERENCE | | 1.51 | | 1.51 |
| 381 | 391 DOMESTIC LUXURY | | | | |
| | 401ALTERNATE | \$/MIL | 0.761 | | 0.789 |
| | 411BASELINE | | 0.747 | | 0.775 |
| | 421DIFFERENCE | | 0.014 | | 0.014 |
| | 431% DIFFERENCE | | 1.82 | | 1.83 |
| 441 | 451 FOREIGN LUXURY | | | | |
| | 461ALTERNATE | \$/MIL | 1.014 | | 1.056 |
| | 471BASELINE | | 1.003 | | 1.045 |
| | 481DIFFERENCE | | 0.011 | | 0.012 |
| | 491% DIFFERENCE | | 1.14 | | 1.14 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
DEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|---------------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | UNREGISTERED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | | | | | | |
| 3 | BASISLINE | 1,246 | 1,268 | 1,281 | 1,297 | 1,299 | 1,301 |
| 4 | DIFFERENCE | 0,0 | 0,0 | 1,285 | 1,301 | 1,304 | 1,305 |
| 5 | % DIFFERENCE | 0,0 | 0,0 | -0,004 | -0,004 | -0,013 | -0,004 |
| 6 | | | | | | | |
| 7 | UNREGISTERED STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,283 | 1,305 | 1,318 | 1,334 | 1,323 | 1,301 |
| 9 | BASISLINE | 1,283 | 1,305 | 1,317 | 1,330 | 1,320 | 1,305 |
| 10 | DIFFERENCE | 0,0 | 0,0 | 0,001 | 0,003 | 0,003 | -0,004 |
| 11 | % DIFFERENCE | 0,0 | 0,0 | 0,05 | 0,24 | 0,23 | -0,28 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | ALTERNATE | 13,674 | 13,406 | 13,086 | 13,020 | 13,106 | 13,055 |
| 15 | BASISLINE | 13,674 | 13,406 | 13,342 | 13,282 | 13,391 | 13,389 |
| 16 | DIFFERENCE | 0,0 | 0,0 | -0,256 | -0,262 | -0,285 | -0,334 |
| 17 | % DIFFERENCE | 0,0 | 0,0 | -1,92 | -1,97 | -2,13 | -2,49 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | ALTERNATE | 10,806 | 10,447 | 10,067 | 9,907 | 9,953 | 10,035 |
| 21 | BASISLINE | 10,806 | 10,447 | 10,267 | 10,121 | 10,193 | 10,289 |
| 22 | DIFFERENCE | 0,0 | 0,0 | -0,199 | -0,214 | -0,240 | -0,254 |
| 23 | % DIFFERENCE | 0,0 | 0,0 | -1,94 | -2,12 | -2,36 | -2,47 |
| 24 | | | | | | | |
| 25 | RATIO-OF REGIS. TO REGIS. STOCK | | | | | | |
| 26 | ALTERNATE | 0,0880 | 0,1059 | 0,1101 | 0,1094 | 0,1053 | 0,1086 |
| 27 | BASISLINE | 0,0880 | 0,1059 | 0,1125 | 0,1128 | 0,1087 | 0,1093 |
| 28 | DIFFERENCE | 0,0 | 0,0 | -0,0024 | -0,0034 | -0,0034 | -0,0008 |
| 29 | % DIFFERENCE | 0,0 | 0,0 | -2,13 | -3,02 | -3,12 | -0,71 |
| 30 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO REGIS. STOCK | | | | | | |
| 32 | ALTERNATE | 0,0590 | 0,0711 | 0,0823 | 0,0796 | 0,0961 | 0,1085 |
| 33 | BASISLINE | 0,0590 | 0,0711 | 0,0853 | 0,0849 | 0,0995 | 0,1041 |
| 34 | DIFFERENCE | 0,0 | 0,0 | -0,0030 | -0,0053 | -0,0034 | 0,0004 |
| 35 | % DIFFERENCE | 0,0 | 0,0 | -3,47 | -6,23 | -3,37 | 4,25 |
| 36 | | | | | | | |
| 37 | REAL DISP. INCOME PER FAMILY THOU \$1 | | | | | | |
| 38 | ALTERNATE | 9,349 | 9,561 | 9,762 | 10,032 | 10,039 | 10,063 |
| 39 | BASISLINE | 9,349 | 9,561 | 9,762 | 10,032 | 10,039 | 10,063 |
| 40 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 41 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 42 | | | | | | | |
| 43 | QUANTILES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | ALTERNATE | 21,93 | 20,98 | 20,44 | 20,65 | 21,64 | 22,83 |
| 45 | BASISLINE | 21,93 | 20,98 | 20,44 | 20,65 | 21,64 | 22,83 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 47 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------------|--------|--------|--------|--------|--------|---------|
| 1 | DESIRED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,307 | 1,310 | 1,311 | 1,314 | 1,316 | 1,319 |
| 3 | BASELINE | 1,311 | 1,314 | 1,315 | 1,318 | 1,320 | 1,324 |
| 4 | DIFFERENCE | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 |
| 5 | % DIFFERENCE | -0,32 | -0,32 | -0,32 | -0,32 | -0,32 | -0,32 |
| 6 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,294 | 1,295 | 1,297 | 1,302 | 1,310 | 1,315 |
| 9 | BASELINE | 1,300 | 1,302 | 1,305 | 1,309 | 1,316 | 1,320 |
| 10 | DIFFERENCE | -0,006 | -0,007 | -0,008 | -0,008 | -0,006 | -0,005 |
| 11 | % DIFFERENCE | -0,47 | -0,56 | -0,58 | -0,52 | -0,45 | -0,38 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | ALTERNATE | 12,992 | 13,118 | 13,262 | 13,342 | 13,429 | 13,478 |
| 15 | BASELINE | 13,352 | 13,475 | 13,604 | 13,662 | 13,726 | 13,759 |
| 16 | DIFFERENCE | -0,360 | -0,357 | -0,342 | -0,320 | -0,298 | -0,281 |
| 17 | % DIFFERENCE | -2,69 | -2,65 | -2,52 | -2,34 | -2,17 | -2,04 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | ALTERNATE | 10,097 | 10,219 | 10,313 | 10,342 | 10,354 | 10,333 |
| 21 | BASELINE | 10,338 | 10,442 | 10,519 | 10,532 | 10,532 | 10,505 |
| 22 | DIFFERENCE | -0,240 | -0,224 | -0,206 | -0,190 | -0,178 | -0,172 |
| 23 | % DIFFERENCE | -2,32 | -2,14 | -1,96 | -1,80 | -1,69 | -1,64 |
| 24 | | | | | | | |
| 25 | RATIO-NEW REGIS. TO BEGIN, STOCK | | | | | | |
| 26 | ALTERNATE | 0,1197 | 0,1164 | 0,1122 | 0,1111 | 0,1089 | 0,1049 |
| 27 | BASELINE | 0,1188 | 0,1148 | 0,1106 | 0,1097 | 0,1080 | 0,1045 |
| 28 | DIFFERENCE | 0,0009 | 0,0015 | 0,0016 | 0,0013 | 0,0008 | 0,0004 |
| 29 | % DIFFERENCE | 0,74 | 1,34 | 1,48 | 1,21 | 0,78 | 0,36 |
| 30 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 32 | ALTERNATE | 0,1087 | 0,0994 | 0,0947 | 0,0927 | 0,0888 | 0,0878 |
| 33 | BASELINE | 0,1059 | 0,0970 | 0,0929 | 0,0919 | 0,0887 | 0,0881 |
| 34 | DIFFERENCE | 0,0028 | 0,0024 | 0,0018 | 0,0008 | 0,0001 | -0,0004 |
| 35 | % DIFFERENCE | 2,64 | 2,49 | 1,94 | 0,84 | 0,10 | -0,41 |
| 36 | | | | | | | |
| 37 | REAL DISP. INCOME PER FAMILY THOU | | | | | | |
| 38 | ALTERNATE | 10,201 | 10,324 | 10,385 | 10,503 | 10,647 | 10,789 |
| 39 | BASELINE | 10,241 | 10,324 | 10,385 | 10,503 | 10,647 | 10,789 |
| 40 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 41 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 42 | | | | | | | |
| 43 | FAMILY'S WITH INCOME OVER \$15,000 | | | | | | |
| 44 | ALTERNATE | 23,94 | 24,87 | 25,64 | 26,57 | 27,65 | 28,78 |
| 45 | BASELINE | 23,94 | 24,87 | 25,64 | 26,57 | 27,65 | 28,78 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 47 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 5.09 MISCELLANEOUS

| LINE | I T F M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|---|----------------|---------|---------|---------|---------|---------|---------|
| UNDESIRED STOCK PER FAMILY | | | | | | | |
| AUTOS | | | | | | | |
| 210 | BASELINE | 1,322 | 1,322 | 1,321 | 1,320 | 1,322 | 1,323 |
| 211 | BASELINE | 1,326 | 1,326 | 1,325 | 1,324 | 1,326 | 1,327 |
| 212 | DIFFERENCE | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 |
| 213 | 51% DIFFERENCE | -0,33 | -0,33 | -0,33 | -0,33 | -0,33 | -0,33 |
| 214 | 61 | | | | | | |
| 7 YEAR-END STOCK PER FAMILY | | | | | | | |
| AUTOS | | | | | | | |
| 215 | BASELINE | 1,317 | 1,316 | 1,312 | 1,306 | 1,303 | 1,302 |
| 216 | BASELINE | 1,322 | 1,320 | 1,315 | 1,309 | 1,306 | 1,305 |
| 217 | DIFFERENCE | -0,004 | -0,003 | -0,003 | -0,003 | -0,003 | -0,003 |
| 218 | 11% DIFFERENCE | -0,31 | -0,26 | -0,23 | -0,22 | -0,23 | -0,27 |
| 219 | 121 | | | | | | |
| 13 VEHICLE MILES PER FAMILY | | | | | | | |
| THOU MILES | | | | | | | |
| 220 | BASELINE | 13,477 | 13,448 | 13,403 | 13,365 | 13,342 | 13,356 |
| 221 | BASELINE | 13,749 | 13,716 | 13,675 | 13,646 | 13,635 | 13,661 |
| 222 | DIFFERENCE | -0,272 | -0,268 | -0,272 | -0,281 | -0,293 | -0,305 |
| 223 | 17% DIFFERENCE | -1,98 | -1,96 | -1,99 | -2,06 | -2,15 | -2,23 |
| 224 | 181 | | | | | | |
| 19 VEHICLE MILES PER AUTO | | | | | | | |
| THOU MILES | | | | | | | |
| 225 | BASELINE | 10,500 | 10,272 | 10,259 | 10,267 | 10,275 | 10,297 |
| 226 | BASELINE | 10,472 | 10,447 | 10,442 | 10,460 | 10,477 | 10,505 |
| 227 | DIFFERENCE | -0,172 | -0,175 | -0,183 | -0,193 | -0,202 | -0,208 |
| 228 | 25% DIFFERENCE | -1,64 | -1,68 | -1,75 | -1,84 | -1,93 | -1,98 |
| 229 | 251 | | | | | | |
| 251 RATIO-NEW REGIS. TO BEGIN. STOCK | | | | | | | |
| RATIO | | | | | | | |
| 230 | BASELINE | 0,1037 | 0,1040 | 0,1052 | 0,1072 | 0,1071 | 0,1070 |
| 231 | BASELINE | 0,1037 | 0,1043 | 0,1058 | 0,1079 | 0,1077 | 0,1074 |
| 232 | DIFFERENCE | -0,0000 | -0,0003 | -0,0006 | -0,0007 | -0,0006 | -0,0004 |
| 233 | 20% DIFFERENCE | -0,02 | -0,33 | -0,54 | -0,61 | -0,55 | -0,39 |
| 234 | 301 | | | | | | |
| 31 RATIO-SCRAPPAGE TO BEGIN. STOCK | | | | | | | |
| RATIO | | | | | | | |
| 315 | BASELINE | 0,0998 | 0,0931 | 0,0970 | 0,1005 | 0,0995 | 0,1001 |
| 316 | BASELINE | 0,0905 | 0,0940 | 0,0979 | 0,1013 | 0,0999 | 0,1002 |
| 317 | DIFFERENCE | -0,0007 | -0,0009 | -0,0009 | -0,0007 | -0,0004 | -0,0001 |
| 318 | 35% DIFFERENCE | -0,76 | -0,93 | -0,91 | -0,75 | -0,43 | -0,09 |
| 319 | 361 | | | | | | |
| 37 FAMILIAL DISP. INCOME PER FAMILY THOU \$ | | | | | | | |
| BASELINE | | 10,942 | 11,106 | 11,270 | 11,443 | 11,634 | 11,846 |
| 320 | BASELINE | 10,942 | 11,106 | 11,270 | 11,443 | 11,634 | 11,846 |
| 321 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 322 | 41% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 323 | 421 | | | | | | |
| 43 FAMILIALS WITH INCOME OVER \$15,000 | | | | | | | |
| BASELINE | | 30,10 | 31,59 | 33,18 | 34,86 | 36,65 | 38,58 |
| 324 | BASELINE | 30,10 | 31,59 | 33,18 | 34,86 | 36,65 | 38,58 |
| 325 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 326 | 47% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-------|---|---------|--------|--------|--------|--------|--------|
| ----- | | | | | | | |
| | DESIRED STOCK PER FAMILY | | | | | | |
| 110 | 21ALTERNATE | 1,323 | 1,323 | 1,323 | 1,323 | 1,323 | 1,323 |
| 111 | 31BASELINE | 1,328 | 1,327 | 1,327 | 1,327 | 1,328 | 1,328 |
| 112 | 41DIFFERENCE | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 | -0,004 |
| 113 | 51% DIFFERENCE | -0,33 | -0,33 | -0,33 | -0,34 | -0,34 | -0,34 |
| ----- | | | | | | | |
| 61 | 71YEAR-END STOCK PER FAMILY | | | | | | |
| 62 | 81ALTERNATE | 1,300 | 1,299 | 1,298 | 1,299 | 1,300 | 1,301 |
| 63 | 91BASELINE | 1,304 | 1,303 | 1,303 | 1,304 | 1,305 | 1,306 |
| 64 | 101DIFFERENCE | -0,004 | -0,005 | -0,005 | -0,005 | -0,005 | -0,005 |
| 65 | 111% DIFFERENCE | -0,31 | -0,35 | -0,38 | -0,39 | -0,39 | -0,37 |
| ----- | | | | | | | |
| 121 | 131VEHICLE MILES PER FAMILY | | | | | | |
| 122 | 141ALTERNATE | 13,381 | 13,412 | 13,451 | 13,491 | 13,534 | 13,565 |
| 123 | 151BASELINE | 13,695 | 13,730 | 13,771 | 13,808 | 13,847 | 13,873 |
| 124 | 161DIFFERENCE | -0,313 | -0,318 | -0,319 | -0,317 | -0,313 | -0,308 |
| 125 | 171% DIFFERENCE | -2,29 | -2,32 | -2,32 | -2,30 | -2,28 | -2,22 |
| ----- | | | | | | | |
| 181 | 191VEHICLE MILES PER AUTO | | | | | | |
| 182 | 201ALTERNATE | 10,328 | 10,361 | 10,397 | 10,426 | 10,449 | 10,461 |
| 183 | 211BASELINE | 10,539 | 10,572 | 10,605 | 10,630 | 10,648 | 10,657 |
| 184 | 221DIFFERENCE | -0,211 | -0,211 | -0,208 | -0,204 | -0,200 | -0,197 |
| 185 | 231% DIFFERENCE | -2,01 | -2,00 | -1,96 | -1,92 | -1,88 | -1,84 |
| ----- | | | | | | | |
| 241 | 251RATIO-NEW REGIS. TO BEGIN, STOCK | | | | | | |
| 242 | 261ALTERNATE | 0,1074 | 0,1080 | 0,1080 | 0,1084 | 0,1077 | 0,1072 |
| 243 | 271BASELINE | 0,1076 | 0,1079 | 0,1078 | 0,1081 | 0,1073 | 0,1070 |
| 244 | 281DIFFERENCE | -0,0002 | 0,0001 | 0,0002 | 0,0003 | 0,0003 | 0,0002 |
| 245 | 291% DIFFERENCE | -0,17 | 0,05 | 0,22 | 0,30 | 0,29 | 0,22 |
| ----- | | | | | | | |
| 301 | 311RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 302 | 321ALTERNATE | 0,1007 | 0,1014 | 0,1013 | 0,1012 | 0,1001 | 0,1003 |
| 303 | 331BASELINE | 0,1004 | 0,1009 | 0,1008 | 0,1008 | 0,0998 | 0,1002 |
| 304 | 341DIFFERENCE | 0,0002 | 0,0005 | 0,0005 | 0,0005 | 0,0003 | 0,0001 |
| 305 | 351% DIFFERENCE | 0,24 | 0,45 | 0,52 | 0,45 | 0,29 | 0,10 |
| ----- | | | | | | | |
| 371 | 371REAL DISP. INCOME PER FAMILY THOU 172 \$ | | | | | | |
| 372 | 381ALTERNATE | 12,062 | 12,292 | 12,530 | 12,778 | 13,034 | 13,302 |
| 373 | 391BASELINE | 12,062 | 12,292 | 12,530 | 12,778 | 13,034 | 13,302 |
| 374 | 401DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 375 | 411% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| ----- | | | | | | | |
| 421 | 431FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 422 | 441ALTERNATE | 40,64 | 42,84 | 45,16 | 47,56 | 50,03 | 52,54 |
| 423 | 451BASELINE | 40,64 | 42,84 | 45,16 | 47,56 | 50,03 | 52,54 |
| 424 | 461DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 425 | 471% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| ----- | | | | | | | |

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1999 | | 2000 | |
|------|--|---------|--|---------|--|
| | | | | | |
| 1 | DESIRED STOCK PER FAMILY | | | | |
| 2 | ALTERNATE | 1,324 | | 1,327 | |
| 3 | BASELINE | 1,328 | | 1,331 | |
| 4 | DIFFERENCE | -0,005 | | -0,005 | |
| 5 | 1% DIFFERENCE | -0,34 | | -0,34 | |
| 6 | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | |
| 8 | ALTERNATE | 1,302 | | 1,305 | |
| 9 | BASELINE | 1,307 | | 1,310 | |
| 10 | DIFFERENCE | -0,005 | | -0,004 | |
| 11 | 1% DIFFERENCE | -0,36 | | -0,34 | |
| 12 | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | |
| 14 | ALTERNATE | 13,566 | | 13,621 | |
| 15 | BASELINE | 13,889 | | 13,923 | |
| 16 | DIFFERENCE | -0,304 | | -0,301 | |
| 17 | 1% DIFFERENCE | -2,19 | | -2,16 | |
| 18 | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | |
| 20 | ALTERNATE | 10,469 | | 10,464 | |
| 21 | BASELINE | 10,683 | | 10,659 | |
| 22 | DIFFERENCE | -0,195 | | -0,194 | |
| 23 | 1% DIFFERENCE | -1,83 | | -1,82 | |
| 24 | | | | | |
| 25 | RATIO-NEW REGIS. TO BEGIN, STOCK | | | | |
| 26 | ALTERNATE | 0,1070 | | 0,1067 | |
| 27 | BASELINE | 0,1069 | | 0,1067 | |
| 28 | DIFFERENCE | 0,0001 | | 0,0000 | |
| 29 | 1% DIFFERENCE | 0,11 | | 0,01 | |
| 30 | | | | | |
| 31 | RATIO-SCRAPAGE TO BEGIN, STOCK | | | | |
| 32 | ALTERNATE | 0,1006 | | 0,1011 | |
| 33 | BASELINE | 0,1007 | | 0,1013 | |
| 34 | DIFFERENCE | -0,0001 | | -0,0002 | |
| 35 | 1% DIFFERENCE | -0,05 | | -0,16 | |
| 36 | | | | | |
| 37 | REAL DISP, INCOME PER FAMILY THOU 172 \$ | | | | |
| 38 | ALTERNATE | 13,576 | | 13,899 | |
| 39 | BASELINE | 13,576 | | 13,899 | |
| 40 | DIFFERENCE | 0,0 | | 0,0 | |
| 41 | 1% DIFFERENCE | 0,0 | | 0,0 | |
| 42 | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | |
| 44 | ALTERNATE | 55,09 | | 57,72 | |
| 45 | BASELINE | 55,09 | | 57,72 | |
| 46 | DIFFERENCE | 0,0 | | 0,0 | |
| 47 | 1% DIFFERENCE | 0,0 | | 0,0 | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.10 MILES PER GALLON

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 21 | ALTERNATE | 12.69 | 12.71 | 12.79 | 12.86 | 13.21 | 13.52 |
| 31 | BASELINE | 12.69 | 12.71 | 12.78 | 12.95 | 13.19 | 13.50 |
| 41 | DIFFERENCE | 0.0 | 0.0 | 0.00 | 0.01 | 0.01 | 0.02 |
| 51 | % DIFFERENCE | 0.0 | 0.0 | 0.02 | 0.08 | 0.11 | 0.15 |
| 71 | NEW AUTO MILES PER GALLON (WEFA): | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 13.29 | 13.52 | 14.18 | 14.78 | 15.28 | 15.85 |
| 111 | BASELINE | 13.29 | 13.52 | 14.07 | 14.68 | 15.19 | 15.77 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.11 | 0.10 | 0.09 | 0.08 |
| 131 | % DIFFERENCE | 0.0 | 0.0 | 0.75 | 0.67 | 0.59 | 0.51 |
| 141 | SURCOMPACT | | | | | | |
| 151 | TOTAL | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 |
| 161 | ALTERNATE | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 |
| 171 | BASELINE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | COMPACT | | | | | | |
| 211 | TOTAL | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 221 | ALTERNATE | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 231 | BASELINE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | MID-SIZE | | | | | | |
| 271 | TOTAL | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 281 | ALTERNATE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 291 | BASELINE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | FULL SIZE | | | | | | |
| 331 | TOTAL | 10.60 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 341 | ALTERNATE | 10.60 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 351 | BASELINE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | LUXURY | | | | | | |
| 391 | TOTAL | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 401 | ALTERNATE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 411 | BASELINE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| TYPE | MILES PER GALLON | | | | | |
|--|------------------|-------|-------|-------|-------|-------|
| | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
| 11 OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 21 ALTERNATE | 13.89 | 14.32 | 14.76 | 15.19 | 15.63 | 16.05 |
| 31 BASELINE | 13.86 | 14.28 | 14.70 | 15.12 | 15.55 | 15.97 |
| 51 DIFFERENCE | 0.03 | 0.05 | 0.06 | 0.07 | 0.07 | 0.07 |
| 61 DIFFERENCE | 0.24 | 0.34 | 0.42 | 0.47 | 0.48 | 0.47 |
| 71 | | | | | | |
| 91 RENEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 TOTAL | | | | | | |
| 101 ALTERNATE | 16.26 | 16.70 | 17.15 | 17.61 | 18.00 | 18.28 |
| 111 BASELINE | 16.18 | 16.63 | 17.09 | 17.56 | 17.96 | 18.23 |
| 121 DIFFERENCE | 0.07 | 0.07 | 0.06 | 0.05 | 0.05 | 0.05 |
| 131 DIFFERENCE | 0.45 | 0.40 | 0.35 | 0.30 | 0.26 | 0.27 |
| 141 | | | | | | |
| 151 SUBCOMPACT | | | | | | |
| 161 ALTERNATE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 171 BASELINE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 181 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | |
| 211 COMPACT | | | | | | |
| 221 ALTERNATE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 231 BASELINE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 241 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | |
| 271 MID-SIZE | | | | | | |
| 281 ALTERNATE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 291 BASELINE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 301 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | |
| 331 FULL SIZE | | | | | | |
| 341 ALTERNATE | 14.05 | 14.49 | 14.96 | 15.48 | 15.94 | 16.14 |
| 351 BASELINE | 14.05 | 14.49 | 14.96 | 15.48 | 15.94 | 16.14 |
| 361 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | |
| 391 LUXURY | | | | | | |
| 401 ALTERNATE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 411 BASELINE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 421 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3,10 MILES PER GALLON

| LINE | I T E M | 1957 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 31 | ALTERNATE | 16.45 | 16.84 | 17.22 | 17.58 | 17.93 | 18.25 |
| 41 | BASELINE | 16.38 | 16.78 | 17.15 | 17.52 | 17.88 | 18.20 |
| 51 | DIFFERENCE | 0.07 | 0.07 | 0.06 | 0.06 | 0.05 | 0.05 |
| 61 | % DIFFERENCE | 0.44 | 0.40 | 0.36 | 0.32 | 0.30 | 0.29 |
| 71 | | | | | | | |
| 81 | BIG-NEW AUTO MILES PER GALLON (WEFA): | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 18.53 | 18.81 | 19.08 | 19.37 | 19.49 | 19.61 |
| 111 | BASELINE | 18.48 | 18.76 | 19.02 | 19.31 | 19.43 | 19.55 |
| 121 | DIFFERENCE | 0.05 | 0.05 | 0.06 | 0.06 | 0.06 | 0.06 |
| 131 | % DIFFERENCE | 0.28 | 0.29 | 0.30 | 0.31 | 0.32 | 0.33 |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 171 | BASELINE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 231 | BASELINE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 291 | BASELINE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 351 | BASELINE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 411 | BASELINE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--|-------|-------|-------|-------|-------|-------|
| 11 | PIEDMONT FLEET MILES PER GALLON - WEFA | | | | | | |
| 31 | ALTERNATE | 18.53 | 18.79 | 19.01 | 19.21 | 19.38 | 19.54 |
| 41 | BASELINE | 18.48 | 18.73 | 18.95 | 19.15 | 19.31 | 19.47 |
| 51 | DIFFERENCE | 0.05 | 0.06 | 0.06 | 0.06 | 0.06 | 0.06 |
| 61 | DIFFERENCE | 0.29 | 0.30 | 0.31 | 0.32 | 0.33 | 0.33 |
| 71 | | | | | | | |
| 81 | MINI AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 | TOTAL | 19.72 | 19.83 | 19.94 | 20.05 | 20.15 | 20.27 |
| 101 | ALTERNATE | 19.66 | 19.77 | 19.87 | 19.98 | 20.08 | 20.20 |
| 111 | BASELINE | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 |
| 121 | DIFFERENCE | 0.33 | 0.33 | 0.34 | 0.34 | 0.34 | 0.34 |
| 131 | DIFFERENCE | | | | | | |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 171 | BASELINE | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 231 | BASELINE | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 291 | BASELINE | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 351 | BASELINE | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 411 | BASELINE | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILFS PER GALLON

| TYPE | TYPE | |
|--|-------|-------|
| | 1999 | 2000 |
| 11 OVERALL FLEET MILES PER GALLON - WEFA | | |
| 21 ALTERNATE | 19.67 | 19.81 |
| 31 BASELINE | 19.61 | 19.74 |
| 51 DIFFERENCE | 0.07 | 0.07 |
| 61% DIFFERENCE | 0.33 | 0.34 |
| 71 | | |
| 81 NEW AUTO MILES PER GALLON (WEFA): | | |
| 91 TOTAL | | |
| 101 ALTERNATE | 20.37 | 20.48 |
| 111 BASELINE | 20.30 | 20.41 |
| 121 DIFFERENCE | 0.07 | 0.07 |
| 131% DIFFERENCE | 0.34 | 0.34 |
| 141 | | |
| 151 SUBCOMPACT | | |
| 161 ALTERNATE | 27.88 | 28.06 |
| 171 BASELINE | 27.88 | 28.06 |
| 181 DIFFERENCE | 0.0 | 0.0 |
| 191% DIFFERENCE | 0.0 | 0.0 |
| 201 | | |
| 211 COMPACT | | |
| 221 ALTERNATE | 22.97 | 23.11 |
| 231 BASELINE | 22.97 | 23.11 |
| 241 DIFFERENCE | 0.0 | 0.0 |
| 251% DIFFERENCE | 0.0 | 0.0 |
| 261 | | |
| 271 MID-SIZE | | |
| 281 ALTERNATE | 19.20 | 19.32 |
| 291 BASELINE | 19.20 | 19.32 |
| 301 DIFFERENCE | 0.0 | 0.0 |
| 311% DIFFERENCE | 0.0 | 0.0 |
| 321 | | |
| 331 FULL SIZE | | |
| 341 ALTERNATE | 17.95 | 18.06 |
| 351 BASELINE | 17.95 | 18.06 |
| 361 DIFFERENCE | 0.0 | 0.0 |
| 371% DIFFERENCE | 0.0 | 0.0 |
| 381 | | |
| 391 LUXURY | | |
| 401 ALTERNATE | 17.09 | 17.20 |
| 411 BASELINE | 17.09 | 17.20 |
| 421 DIFFERENCE | 0.0 | 0.0 |
| 431% DIFFERENCE | 0.0 | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
DEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.11 MILES PER GALLON -

| LINE | J T E | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------------------------------------|-------|-------|-------|-------|-------|-------|-------|
| 1 NEW AUTO M.P.G. BY FOR/DOM (DEFA) | | | | | | | |
| 21 TOTAL DOMESTIC | | | | | | | |
| 21A ALTERNATE | | 12.38 | 12.78 | 13.43 | 14.04 | 14.58 | 15.17 |
| 21B BASELINE | | 12.38 | 12.78 | 13.37 | 13.99 | 14.52 | 15.12 |
| 21C DIFFERENCE | | 0.0 | 0.0 | 0.06 | 0.05 | 0.05 | 0.05 |
| 21D DIFFERENCE | | 0.0 | 0.0 | 0.43 | 0.38 | 0.36 | 0.33 |
| 31 TOTAL FOREIGN | | | | | | | |
| 31A ALTERNATE | | 19.82 | 20.53 | 21.07 | 21.89 | 21.92 | 22.25 |
| 31B BASELINE | | 19.82 | 20.53 | 21.02 | 21.75 | 21.87 | 22.21 |
| 31C DIFFERENCE | | 0.0 | 0.0 | 0.05 | 0.05 | 0.04 | 0.04 |
| 31D DIFFERENCE | | 0.0 | 0.0 | 0.23 | 0.23 | 0.20 | 0.18 |
| 101 TOTAL DOMESTIC SURCOMPACT | | | | | | | |
| 101A ALTERNATE | | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 101B BASELINE | | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 101C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 101D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 TOTAL FOREIGN SURCOMPACT | | | | | | | |
| 201A ALTERNATE | | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 201B BASELINE | | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 201C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301 TOTAL DOMESTIC COMPACT | | | | | | | |
| 301A ALTERNATE | | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 301B BASELINE | | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 301C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 TOTAL FOREIGN COMPACT | | | | | | | |
| 321A ALTERNATE | | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 321B BASELINE | | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 321C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401 TOTAL DOMESTIC LUXURY | | | | | | | |
| 401A ALTERNATE | | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 401B BASELINE | | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 401C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 421 TOTAL FOREIGN LUXURY | | | | | | | |
| 421A ALTERNATE | | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 421B BASELINE | | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 421C DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 421D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | I T E M | 1981 | | | | | 1982 | | | | | 1983 | | | | | 1984 | | | | | 1985 | | | | | 1986 | | | | |
|------|---------------------------|-----------------------------------|-------|-------|-------|-------|-------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | NEW AUTO M.P.G. BY FORDOM (WEPA): | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | ALTERNATE | 15.62 | 16.07 | 16.55 | 17.04 | 17.45 | 17.71 | | | | | | | | | | | | | | | | | | | | | | | | |
| 51 | BASELINE | 15.57 | 16.03 | 16.51 | 17.00 | 17.42 | 17.67 | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | DIFFERENCE | 0.05 | 0.05 | 0.04 | 0.04 | 0.03 | 0.04 | | | | | | | | | | | | | | | | | | | | | | | | |
| 71 | DIFFERENCE | 0.32 | 0.28 | 0.25 | 0.22 | 0.19 | 0.20 | | | | | | | | | | | | | | | | | | | | | | | | |
| 81 | TOTAL FOREIGN | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | ALTERNATE | 22.40 | 22.76 | 22.98 | 23.31 | 23.53 | 23.93 | | | | | | | | | | | | | | | | | | | | | | | | |
| 11 | BASELINE | 22.37 | 22.73 | 22.95 | 23.28 | 23.50 | 23.90 | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 | DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | | | | | | | | | | | | | | | | | | | | | | | | |
| 13 | DIFFERENCE | 0.15 | 0.14 | 0.12 | 0.12 | 0.11 | 0.11 | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | TOTAL DOMESTIC SUBCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | ALTERNATE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 | | | | | | | | | | | | | | | | | | | | | | | | |
| 161 | BASELINE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 201 | TOTAL FOREIGN SUBCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | ALTERNATE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 | | | | | | | | | | | | | | | | | | | | | | | | |
| 231 | BASELINE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | TOTAL DOMESTIC COMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | ALTERNATE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 | | | | | | | | | | | | | | | | | | | | | | | | |
| 291 | BASELINE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 321 | TOTAL FOREIGN COMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 331 | ALTERNATE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 | | | | | | | | | | | | | | | | | | | | | | | | |
| 351 | BASELINE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 | | | | | | | | | | | | | | | | | | | | | | | | |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 371 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 381 | TOTAL DOMESTIC LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 391 | ALTERNATE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 | | | | | | | | | | | | | | | | | | | | | | | | |
| 401 | BASELINE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 | | | | | | | | | | | | | | | | | | | | | | | | |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 431 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 441 | TOTAL FOREIGN LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 451 | ALTERNATE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 | | | | | | | | | | | | | | | | | | | | | | | | |
| 471 | BASELINE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 | | | | | | | | | | | | | | | | | | | | | | | | |
| 481 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 491 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.11 MYLES PER GALLON - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|-------------------------------------|-------------------------|-------|-------|-------|-------|-------|-------|
| 1988 AUTO M.P.G. BY FOR/DOM (REF.): | | | | | | | |
| 21 | 31 TOTAL DOMESTIC | | | | | | |
| | 41ALTERNATE | 17.95 | 18.22 | 18.48 | 18.76 | 18.88 | 19.00 |
| | 51BASELINE | 17.92 | 18.18 | 18.44 | 18.72 | 18.83 | 18.95 |
| | 61DIFFERENCE | 0.04 | 0.04 | 0.04 | 0.04 | 0.05 | 0.05 |
| | 71% DIFFERENCE | 0.20 | 0.21 | 0.22 | 0.23 | 0.24 | 0.24 |
| 81 | 91 TOTAL FOREIGN | | | | | | |
| | 101ALTERNATE | 24.13 | 24.56 | 24.77 | 25.11 | 25.27 | 25.43 |
| | 111BASELINE | 24.15 | 24.53 | 24.74 | 25.08 | 25.24 | 25.40 |
| | 121DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| | 131% DIFFERENCE | 0.11 | 0.11 | 0.11 | 0.12 | 0.12 | 0.13 |
| 141 | 151 DOMESTIC SUBCOMPACT | | | | | | |
| | 161ALTERNATE | 24.90 | 25.34 | 25.85 | 26.38 | 26.54 | 26.71 |
| | 171BASELINE | 24.90 | 25.34 | 25.85 | 26.38 | 26.54 | 26.71 |
| | 181DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 191% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 201 | 211 FOREIGN SUBCOMPACT | | | | | | |
| | 221ALTERNATE | 25.35 | 25.76 | 25.92 | 26.34 | 26.51 | 26.68 |
| | 231BASELINE | 25.35 | 25.76 | 25.92 | 26.34 | 26.51 | 26.68 |
| | 241DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 251% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 261 | 271 DOMESTIC COMPACT | | | | | | |
| | 281ALTERNATE | 20.60 | 20.93 | 21.25 | 21.58 | 21.71 | 21.85 |
| | 291BASELINE | 20.60 | 20.93 | 21.25 | 21.58 | 21.71 | 21.85 |
| | 301DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 311% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 321 | 331 FOREIGN COMPACT | | | | | | |
| | 341ALTERNATE | 23.28 | 23.73 | 24.18 | 24.32 | 24.48 | 24.64 |
| | 351BASELINE | 23.28 | 23.73 | 24.18 | 24.32 | 24.48 | 24.64 |
| | 361DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 371% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 381 | 391 DOMESTIC LUXURY | | | | | | |
| | 401ALTERNATE | 15.30 | 15.50 | 15.70 | 15.90 | 15.99 | 16.09 |
| | 411BASELINE | 15.30 | 15.50 | 15.70 | 15.90 | 15.99 | 16.09 |
| | 421DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 431% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 441 | 451 FOREIGN LUXURY | | | | | | |
| | 461ALTERNATE | 18.53 | 18.48 | 18.75 | 18.89 | 19.01 | 19.13 |
| | 471BASELINE | 18.33 | 18.48 | 18.75 | 18.89 | 19.01 | 19.13 |
| | 481DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| | 491% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-------------------------------------|---------------------------|-------|-------|-------|-------|-------|-------|
| 1 NEW AUTO M.P.G. BY FORM (M.P.G.): | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | ALTERNATE | 19.10 | 19.21 | 19.32 | 19.42 | 19.53 | 19.64 |
| 41 | BASELINE | 19.05 | 19.16 | 19.27 | 19.38 | 19.48 | 19.59 |
| 51 | DIFFERENCE | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| 61 | 71% DIFFERENCE | 0.25 | 0.25 | 0.25 | 0.25 | 0.25 | 0.25 |
| 81 | TOTAL FOREIGN | | | | | | |
| 91 | ALTERNATE | 25.58 | 25.73 | 25.88 | 26.03 | 26.17 | 26.33 |
| 101 | BASELINE | 25.55 | 25.69 | 25.84 | 26.00 | 26.14 | 26.30 |
| 111 | DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.04 | 0.04 | 0.04 |
| 121 | 71% DIFFERENCE | 0.13 | 0.13 | 0.13 | 0.14 | 0.14 | 0.14 |
| 141 | TOTAL DOMESTIC SUBCOMPACT | | | | | | |
| 151 | ALTERNATE | 26.87 | 27.03 | 27.19 | 27.37 | 27.53 | 27.70 |
| 161 | BASELINE | 26.87 | 27.03 | 27.19 | 27.37 | 27.53 | 27.70 |
| 171 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 181 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 201 | TOTAL FOREIGN SUBCOMPACT | | | | | | |
| 211 | ALTERNATE | 26.85 | 27.02 | 27.19 | 27.36 | 27.55 | 27.73 |
| 221 | BASELINE | 26.85 | 27.02 | 27.19 | 27.36 | 27.55 | 27.73 |
| 231 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 241 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 261 | TOTAL DOMESTIC COMPACT | | | | | | |
| 271 | ALTERNATE | 21.98 | 22.11 | 22.24 | 22.38 | 22.51 | 22.66 |
| 281 | BASELINE | 21.98 | 22.11 | 22.24 | 22.38 | 22.51 | 22.66 |
| 291 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 301 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 321 | TOTAL FOREIGN COMPACT | | | | | | |
| 331 | ALTERNATE | 24.80 | 24.96 | 25.11 | 25.28 | 25.44 | 25.61 |
| 341 | BASELINE | 24.80 | 24.96 | 25.11 | 25.28 | 25.44 | 25.61 |
| 351 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 361 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 381 | TOTAL DOMESTIC LUXURY | | | | | | |
| 391 | ALTERNATE | 16.18 | 16.27 | 16.37 | 16.47 | 16.57 | 16.67 |
| 401 | BASELINE | 16.18 | 16.27 | 16.37 | 16.47 | 16.57 | 16.67 |
| 411 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 421 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 441 | TOTAL FOREIGN LUXURY | | | | | | |
| 451 | ALTERNATE | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 461 | BASELINE | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 471 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 481 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 501 | TOTAL DOMESTIC LUXURY | | | | | | |
| 511 | ALTERNATE | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 521 | BASELINE | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 531 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 541 | 71% DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| J T M | | 1999 | 2000 |
|------------------------------------|---------------------|-------|-------|
| LINE AUTO M.P.G. BY FOR/DOM (METH) | | | |
| 21 | TOTAL DOMESTIC | | |
| 31 | ALTERNATE | 19.74 | 19.86 |
| 51 | BASLINE | 19.69 | 19.81 |
| 61 | DIFFERENCE | 0.05 | 0.05 |
| 71 | DIFFERENCE | 0.26 | 0.26 |
| 81 | | | |
| 91 | TOTAL FOREIGN | | |
| 101 | ALTERNATE | 26.48 | 26.63 |
| 111 | BASLINE | 26.44 | 26.59 |
| 121 | DIFFERENCE | 0.04 | 0.04 |
| 131 | DIFFERENCE | 0.15 | 0.15 |
| 141 | | | |
| 151 | DOMESTIC SUBCOMPACT | | |
| 161 | ALTERNATE | 27.86 | 28.03 |
| 171 | BASLINE | 27.86 | 28.03 |
| 181 | DIFFERENCE | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 |
| 201 | | | |
| 211 | FOREIGN SUBCOMPACT | | |
| 221 | ALTERNATE | 27.90 | 28.08 |
| 231 | BASLINE | 27.90 | 28.08 |
| 241 | DIFFERENCE | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 |
| 261 | | | |
| 271 | DOMESTIC COMPACT | | |
| 281 | ALTERNATE | 22.79 | 22.93 |
| 291 | BASLINE | 22.79 | 22.93 |
| 301 | DIFFERENCE | 0.0 | 0.0 |
| 311 | DIFFERENCE | 0.0 | 0.0 |
| 321 | | | |
| 331 | FOREIGN COMPACT | | |
| 341 | ALTERNATE | 25.76 | 25.93 |
| 351 | BASLINE | 25.76 | 25.93 |
| 361 | DIFFERENCE | 0.0 | 0.0 |
| 371 | DIFFERENCE | 0.0 | 0.0 |
| 381 | | | |
| 391 | DOMESTIC LUXURY | | |
| 401 | ALTERNATE | 16.76 | 16.86 |
| 411 | BASLINE | 16.76 | 16.86 |
| 421 | DIFFERENCE | 0.0 | 0.0 |
| 431 | DIFFERENCE | 0.0 | 0.0 |
| 441 | | | |
| 451 | FOREIGN LUXURY | | |
| 461 | ALTERNATE | 20.00 | 20.12 |
| 471 | BASLINE | 20.00 | 20.12 |
| 481 | DIFFERENCE | 0.0 | 0.0 |
| 491 | DIFFERENCE | 0.0 | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 DEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | J T E. M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-----------------------------|----------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 SUBCOMPACT | DOLLARS | | | | | | |
| 21A ALTERNATE | | 3744. | 3922. | 4175. | 4479. | 4757. | 5008. |
| 21B BASELINE | | 3744. | 3922. | 4175. | 4479. | 4757. | 5008. |
| 21C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 21D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 COMPACT | DOLLARS | | | | | | |
| 91A ALTERNATE | | 4280. | 4471. | 4747. | 5083. | 5410. | 5708. |
| 91B BASELINE | | 4280. | 4471. | 4747. | 5083. | 5410. | 5708. |
| 91C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 91D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 MID-SIZE | DOLLARS | | | | | | |
| 141A ALTERNATE | | 5168. | 5398. | 5725. | 6122. | 6507. | 6857. |
| 141B BASELINE | | 5168. | 5398. | 5725. | 6122. | 6507. | 6857. |
| 141C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 141D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 FULL SIZE | DOLLARS | | | | | | |
| 201A ALTERNATE | | 5864. | 6125. | 6487. | 6932. | 7358. | 7744. |
| 201B BASELINE | | 5864. | 6125. | 6487. | 6932. | 7358. | 7744. |
| 201C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 201D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 LUXURY | DOLLARS | | | | | | |
| 261A ALTERNATE | | 9021. | 9416. | 9957. | 10638. | 11269. | 11841. |
| 261B BASELINE | | 9021. | 9416. | 9957. | 10638. | 11269. | 11841. |
| 261C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 261D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 301 SUBCOMPACT | DOLLARS | | | | | | |
| 301A ALTERNATE | | 3904. | 4160. | 4319. | 4551. | 4794. | 5012. |
| 301B BASELINE | | 3904. | 4160. | 4319. | 4551. | 4794. | 5012. |
| 301C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 301D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401 COMPACT | DOLLARS | | | | | | |
| 401A ALTERNATE | | 6432. | 6921. | 7203. | 7655. | 8150. | 8604. |
| 401B BASELINE | | 6432. | 6921. | 7203. | 7655. | 8150. | 8604. |
| 401C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 401D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 461 LUXURY | DOLLARS | | | | | | |
| 461A ALTERNATE | | 12690. | 13833. | 14451. | 15498. | 16626. | 17665. |
| 461B BASELINE | | 12690. | 13833. | 14451. | 15498. | 16626. | 17665. |
| 461C DIFFERENCE | | 0. | 0. | 0. | 0. | 0. | 0. |
| 461D DIFFERENCE | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|-----------------------------|--------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | ALTERNATE | 5198. | 5406. | 5649. | 5873. | 6101. | 6352. |
| 51 | BASLINE | 5198. | 5406. | 5649. | 5873. | 6101. | 6352. |
| 61 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 71 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 5930. | 6177. | 6456. | 6715. | 6977. | 7263. |
| 111 | BASLINE | 5930. | 6177. | 6456. | 6715. | 6977. | 7263. |
| 121 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 131 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | | | | | | | |
| 151 | STD-SIZE | | | | | | |
| 161 | ALTERNATE | 7115. | 7391. | 7711. | 8004. | 8299. | 8624. |
| 171 | BASLINE | 7115. | 7391. | 7711. | 8004. | 8299. | 8624. |
| 181 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 8023. | 8321. | 8669. | 8988. | 9309. | 9666. |
| 231 | BASLINE | 8023. | 8321. | 8669. | 8988. | 9309. | 9666. |
| 241 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 12243. | 12675. | 13185. | 13654. | 14128. | 14663. |
| 291 | BASLINE | 12243. | 12675. | 13185. | 13654. | 14128. | 14663. |
| 301 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 331 | | | | | | | |
| 341 | | | | | | | |
| 351 | SURCOMPACT | | | | | | |
| 361 | ALTERNATE | 5202. | 5398. | 5601. | 5808. | 6022. | 6236. |
| 371 | BASLINE | 5202. | 5398. | 5601. | 5808. | 6022. | 6236. |
| 381 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 391 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401 | | | | | | | |
| 411 | COMPACT | | | | | | |
| 421 | ALTERNATE | 8982. | 9372. | 9777. | 10193. | 10624. | 11062. |
| 431 | BASLINE | 8982. | 9372. | 9777. | 10193. | 10624. | 11062. |
| 441 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 451 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 461 | | | | | | | |
| 471 | LUXURY | | | | | | |
| 481 | ALTERNATE | 18506. | 19375. | 20291. | 21244. | 22239. | 23274. |
| 491 | BASLINE | 18506. | 19375. | 20291. | 21244. | 22239. | 23274. |
| 501 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 511 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| I T F M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|-----------------------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | |
| 1 TOTAL DOMESTIC | | | | | | |
| 21 SUBCOMPACT | | | | | | |
| 31 ALTERNATE | 6609, | 6869, | 7140, | 7421, | 7691, | 7979, |
| 41 BASELINE | 6609, | 6869, | 7140, | 7421, | 7691, | 7979, |
| 51 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 61 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 71 DIFFERENCE | | | | | | |
| 81 | | | | | | |
| 91 COMPACT | | | | | | |
| 101 ALTERNATE | 7558, | 7858, | 8170, | 8493, | 8801, | 9130, |
| 111 BASELINE | 7558, | 7858, | 8170, | 8493, | 8801, | 9130, |
| 121 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 131 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 141 | | | | | | |
| 151 MID-SIZE | | | | | | |
| 161 ALTERNATE | 8958, | 9299, | 9652, | 10017, | 10366, | 10738, |
| 171 BASELINE | 8958, | 9299, | 9652, | 10017, | 10366, | 10738, |
| 181 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 191 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 201 | | | | | | |
| 211 FULL SIZE | | | | | | |
| 221 ALTERNATE | 10035, | 10410, | 10799, | 11201, | 11587, | 12000, |
| 231 BASELINE | 10035, | 10410, | 10799, | 11201, | 11587, | 12000, |
| 241 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 251 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 261 | | | | | | |
| 271 LUXURY | | | | | | |
| 281 ALTERNATE | 15216, | 15777, | 16362, | 16966, | 17546, | 18168, |
| 291 BASELINE | 15216, | 15777, | 16362, | 16966, | 17546, | 18168, |
| 301 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 311 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 321 | | | | | | |
| TOTAL FOREIGN AUTO PRICES: | | | | | | |
| 33 TOTAL FOREIGN | | | | | | |
| 341 | | | | | | |
| 351 SUBCOMPACT | | | | | | |
| 361 ALTERNATE | 6456, | 6681, | 6913, | 7154, | 7380, | 7611, |
| 371 BASELINE | 6456, | 6681, | 6913, | 7154, | 7380, | 7611, |
| 381 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 391 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 401 | | | | | | |
| 411 COMPACT | | | | | | |
| 421 ALTERNATE | 11521, | 11995, | 12487, | 12998, | 13478, | 13970, |
| 431 BASELINE | 11521, | 11995, | 12487, | 12998, | 13478, | 13970, |
| 441 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 451 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 461 | | | | | | |
| 471 LUXURY | | | | | | |
| 481 ALTERNATE | 24368, | 25507, | 26700, | 27947, | 29124, | 30343, |
| 491 BASELINE | 24368, | 25507, | 26700, | 27947, | 29124, | 30343, |
| 501 DIFFERENCE | 0, | 0, | 0, | 0, | 0, | 0, |
| 511 DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-----------------------------|------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 21A | ALTERNATE | 8274. | 8576. | 8695. | 9203. | 9533. | 9877. |
| 21B | BASELINE | 8274. | 8576. | 8696. | 9203. | 9533. | 9877. |
| 21C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 21D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 31 | COMPACT | | | | | | |
| 31A | ALTERNATE | 9466. | 9812. | 10176. | 10522. | 10891. | 11273. |
| 31B | BASELINE | 9466. | 9812. | 10176. | 10522. | 10891. | 11273. |
| 31C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 31D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 41 | MID-SIZE | | | | | | |
| 41A | ALTERNATE | 11121. | 11511. | 11924. | 12313. | 12728. | 13160. |
| 41B | BASELINE | 11121. | 11511. | 11924. | 12313. | 12728. | 13160. |
| 41C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 41D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 51 | FULL-SIZE | | | | | | |
| 51A | ALTERNATE | 12424. | 12856. | 13314. | 13744. | 14204. | 14682. |
| 51B | BASELINE | 12424. | 12856. | 13314. | 13744. | 14204. | 14682. |
| 51C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 51D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 61 | LUXURY | | | | | | |
| 61A | ALTERNATE | 18803. | 19459. | 20152. | 20799. | 21493. | 22215. |
| 61B | BASELINE | 18803. | 19459. | 20152. | 20799. | 21493. | 22215. |
| 61C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 61D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 351 | SUBCOMPACT | | | | | | |
| 351A | ALTERNATE | 7849. | 8093. | 8346. | 8610. | 8883. | 9166. |
| 351B | BASELINE | 7849. | 8093. | 8346. | 8610. | 8883. | 9166. |
| 351C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 351D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 451 | COMPACT | | | | | | |
| 451A | ALTERNATE | 14483. | 15010. | 15557. | 16124. | 16709. | 17316. |
| 451B | BASELINE | 14483. | 15010. | 15557. | 16124. | 16709. | 17316. |
| 451C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 451D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 551 | LUXURY | | | | | | |
| 551A | ALTERNATE | 31623. | 32949. | 34333. | 35774. | 37272. | 38841. |
| 551B | BASELINE | 31623. | 32949. | 34333. | 35774. | 37272. | 38841. |
| 551C | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 551D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1999 | 2000 |
|-------|-----------------------------|--------|--------|
| ----- | | | |
| 1 | TOTAL DOMESTIC AUTO PRICES: | | |
| 21 | | | |
| 31 | SUBCOMPACT | | |
| 41 | ALTERNATE | 10228. | 10601. |
| 51 | BASELINE | 10228. | 10601. |
| 61 | DIFFERENCE | 0. | 0. |
| 71 | % DIFFERENCE | 0.0 | 0.0 |
| 81 | | | |
| 91 | COMPACT | | |
| 101 | ALTERNATE | 11662. | 12068. |
| 111 | BASELINE | 11662. | 12068. |
| 121 | DIFFERENCE | 0. | 0. |
| 131 | % DIFFERENCE | 0.0 | 0.0 |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | ALTERNATE | 13597. | 14054. |
| 171 | BASELINE | 13597. | 14054. |
| 181 | DIFFERENCE | 0. | 0. |
| 191 | % DIFFERENCE | 0.0 | 0.0 |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | ALTERNATE | 15167. | 15673. |
| 231 | BASELINE | 15167. | 15673. |
| 241 | DIFFERENCE | 0. | 0. |
| 251 | % DIFFERENCE | 0.0 | 0.0 |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | ALTERNATE | 22945. | 23711. |
| 291 | BASELINE | 22945. | 23711. |
| 301 | DIFFERENCE | 0. | 0. |
| 311 | % DIFFERENCE | 0.0 | 0.0 |
| 321 | | | |
| 331 | TOTAL FOREIGN AUTO PRICES: | | |
| 341 | | | |
| 351 | SUBCOMPACT | | |
| 361 | ALTERNATE | 9460. | 9768. |
| 371 | BASELINE | 9460. | 9768. |
| 381 | DIFFERENCE | 0. | 0. |
| 391 | % DIFFERENCE | 0.0 | 0.0 |
| 401 | | | |
| 411 | COMPACT | | |
| 421 | ALTERNATE | 17944. | 18506. |
| 431 | BASELINE | 17944. | 18506. |
| 441 | DIFFERENCE | 0. | 0. |
| 451 | % DIFFERENCE | 0.0 | 0.0 |
| 461 | | | |
| 471 | LUXURY | | |
| 481 | ALTERNATE | 40473. | 42178. |
| 491 | BASELINE | 40473. | 42178. |
| 501 | DIFFERENCE | 0. | 0. |
| 511 | % DIFFERENCE | 0.0 | 0.0 |
| ----- | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
DEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | | | | | | |
| 2 | ALTERNATE | 2009.43 | 2150.65 | 2202.97 | 2369.04 | 2572.58 | 2742.68 |
| 3 | BASLINE | 2009.33 | 2150.65 | 2200.92 | 2367.88 | 2576.64 | 2752.71 |
| 4 | DIFFERENCE | 0.0 | 0.0 | 2.05 | 1.16 | -4.06 | -10.03 |
| 5 | % DIFFERENCE | 0.0 | 0.0 | 0.09 | 0.05 | -0.16 | -0.36 |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 9 | | | | | | | |
| 10 | SURCOMPACT | | | | | | |
| 11 | ALTERNATE | 0.874 | 0.856 | 0.791 | 0.788 | 0.809 | 0.808 |
| 12 | BASLINE | 0.874 | 0.856 | 0.786 | 0.776 | 0.798 | 0.806 |
| 13 | DIFFERENCE | 0.0 | 0.0 | 0.005 | 0.012 | 0.011 | 0.002 |
| 14 | % DIFFERENCE | 0.0 | 0.0 | 0.65 | 1.54 | 1.36 | 0.24 |
| 15 | | | | | | | |
| 16 | COMPACT | | | | | | |
| 17 | ALTERNATE | 0.825 | 0.746 | 0.708 | 0.713 | 0.733 | 0.724 |
| 18 | BASLINE | 0.825 | 0.746 | 0.705 | 0.704 | 0.724 | 0.723 |
| 19 | DIFFERENCE | 0.0 | 0.0 | 0.003 | 0.008 | 0.008 | 0.002 |
| 20 | % DIFFERENCE | 0.0 | 0.0 | 0.44 | 1.15 | 1.14 | 0.24 |
| 21 | | | | | | | |
| 22 | MID-SIZE | | | | | | |
| 23 | ALTERNATE | 0.636 | 0.697 | 0.631 | 0.634 | 0.646 | 0.653 |
| 24 | BASLINE | 0.636 | 0.697 | 0.624 | 0.631 | 0.643 | 0.653 |
| 25 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.003 | 0.003 | 0.000 |
| 26 | % DIFFERENCE | 0.0 | 0.0 | 0.33 | 0.54 | 0.50 | 0.07 |
| 27 | | | | | | | |
| 28 | FULL SIZE | | | | | | |
| 29 | ALTERNATE | 0.648 | 0.691 | 0.598 | 0.587 | 0.617 | 0.623 |
| 30 | BASLINE | 0.648 | 0.691 | 0.592 | 0.573 | 0.604 | 0.621 |
| 31 | DIFFERENCE | 0.0 | 0.0 | 0.006 | 0.014 | 0.013 | 0.002 |
| 32 | % DIFFERENCE | 0.0 | 0.0 | 1.01 | 2.39 | 2.17 | 0.38 |
| 33 | | | | | | | |
| 34 | LUXURY | | | | | | |
| 35 | ALTERNATE | 0.716 | 0.738 | 0.692 | 0.685 | 0.701 | 0.704 |
| 36 | BASLINE | 0.716 | 0.738 | 0.689 | 0.678 | 0.694 | 0.703 |
| 37 | DIFFERENCE | 0.0 | 0.0 | 0.003 | 0.007 | 0.007 | 0.001 |
| 38 | % DIFFERENCE | 0.0 | 0.0 | 0.46 | 1.08 | 1.01 | 0.18 |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | TOTAL USED CARS PURCHASED | | | | | | |
| 42 | ALTERNATE | 16.89 | 18.95 | 15.46 | 15.61 | 16.74 | 17.39 |
| 43 | BASLINE | 16.99 | 18.95 | 15.50 | 15.41 | 16.52 | 17.34 |
| 44 | DIFFERENCE | 0.0 | 0.0 | -0.04 | 0.20 | 0.21 | 0.05 |
| 45 | % DIFFERENCE | 0.0 | 0.0 | -0.26 | 1.30 | 1.30 | 0.28 |

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| | WHOLESALE PRICE | | | | | | |
| 1 | AVERAGE | 2862.19 | 2982.24 | 3132.05 | 3260.96 | 3374.80 | 3509.34 |
| 2 | ALTERNATE | 2873.15 | 2989.57 | 3135.36 | 3258.97 | 3371.51 | 3506.83 |
| 3 | BASLINE | -10.96 | -7.14 | -1.31 | 2.00 | 3.29 | 2.52 |
| 4 | DIFFERENCE | -0.38 | -0.24 | -0.04 | 0.06 | 0.10 | 0.07 |
| 5 | % DIFFERENCE | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | PRICE OF 1 YR OLD CAR/NEW CAR: | | | | | | |
| 9 | | | | | | | |
| 10 | SUBCOMPACT | | | | | | |
| 11 | ALTERNATE | 0.703 | 0.770 | 0.796 | 0.810 | 0.811 | 0.819 |
| 12 | BASLINE | 0.708 | 0.782 | 0.803 | 0.813 | 0.813 | 0.819 |
| 13 | DIFFERENCE | -0.006 | -0.007 | -0.005 | -0.003 | -0.002 | -0.000 |
| 14 | % DIFFERENCE | -0.75 | -0.91 | -0.53 | -0.41 | -0.19 | -0.02 |
| 15 | | | | | | | |
| 16 | COMPACT | | | | | | |
| 17 | ALTERNATE | 0.695 | 0.806 | 0.706 | 0.712 | 0.712 | 0.719 |
| 18 | BASLINE | 0.699 | 0.891 | 0.709 | 0.714 | 0.713 | 0.719 |
| 19 | DIFFERENCE | -0.004 | -0.085 | -0.004 | -0.003 | -0.001 | -0.000 |
| 20 | % DIFFERENCE | -0.56 | -0.74 | -0.52 | -0.35 | -0.17 | -0.02 |
| 21 | | | | | | | |
| 22 | MID-SIZE | | | | | | |
| 23 | ALTERNATE | 0.651 | 0.647 | 0.653 | 0.658 | 0.658 | 0.662 |
| 24 | BASLINE | 0.653 | 0.649 | 0.654 | 0.659 | 0.658 | 0.662 |
| 25 | DIFFERENCE | -0.002 | -0.002 | -0.002 | -0.001 | -0.000 | -0.000 |
| 26 | % DIFFERENCE | -0.26 | -0.32 | -0.24 | -0.16 | -0.07 | -0.00 |
| 27 | | | | | | | |
| 28 | FULL SIZE | | | | | | |
| 29 | ALTERNATE | 0.606 | 0.596 | 0.619 | 0.637 | 0.640 | 0.647 |
| 30 | BASLINE | 0.613 | 0.604 | 0.625 | 0.641 | 0.642 | 0.647 |
| 31 | DIFFERENCE | -0.007 | -0.008 | -0.006 | -0.004 | -0.002 | -0.000 |
| 32 | % DIFFERENCE | -1.10 | -1.32 | -0.96 | -0.63 | -0.29 | -0.03 |
| 33 | | | | | | | |
| 34 | LUXURY | | | | | | |
| 35 | ALTERNATE | 0.695 | 0.690 | 0.702 | 0.712 | 0.713 | 0.717 |
| 36 | BASLINE | 0.699 | 0.694 | 0.706 | 0.714 | 0.714 | 0.717 |
| 37 | DIFFERENCE | -0.004 | -0.004 | -0.003 | -0.002 | -0.001 | -0.000 |
| 38 | % DIFFERENCE | -0.52 | -0.61 | -0.45 | -0.30 | -0.14 | -0.01 |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | TOTAL USED CARS PURCHASED | | | | | | |
| 42 | ALTERNATE | 17.40 | 16.62 | 17.74 | 18.74 | 18.82 | 19.05 |
| 43 | BASLINE | 17.71 | 16.90 | 17.92 | 18.88 | 18.89 | 19.08 |
| 44 | DIFFERENCE | -0.30 | -0.28 | -0.18 | -0.13 | -0.07 | -0.03 |
| 45 | % DIFFERENCE | -1.70 | -1.67 | -1.03 | -0.70 | -0.37 | -0.15 |

TABLE 3.13 USED CAR MARKET

| LINE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|---------------------------------|---------|---------|---------|---------|---------|---------|
| AVERAGE WHOLESALE PRICE | | | | | | |
| 11 | 3644.77 | 3781.07 | 3927.69 | 4087.31 | 4248.16 | 4417.54 |
| 21 | 3644.77 | 3781.07 | 3927.69 | 4091.69 | 4253.05 | 4422.01 |
| 31 | 0.15 | -2.29 | -3.71 | -4.48 | -5.88 | -5.06 |
| 41 | 0.00 | -0.06 | -0.09 | -0.11 | -0.11 | -0.11 |
| 51 | | | | | | |
| 61 | | | | | | |
| 71 | | | | | | |
| B PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 91 | | | | | | |
| C SUBCOMPACT | | | | | | |
| 101 | 0.824 | 0.821 | 0.815 | 0.808 | 0.807 | 0.810 |
| 111 | 0.823 | 0.820 | 0.813 | 0.805 | 0.805 | 0.809 |
| 121 | 0.001 | 0.001 | 0.002 | 0.002 | 0.002 | 0.001 |
| 131 | 0.10 | 0.18 | 0.23 | 0.24 | 0.19 | 0.11 |
| 141 | | | | | | |
| 151 | | | | | | |
| D COMPACT | | | | | | |
| 161 | 0.723 | 0.720 | 0.716 | 0.710 | 0.707 | 0.710 |
| 171 | 0.722 | 0.719 | 0.714 | 0.709 | 0.706 | 0.709 |
| 181 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 191 | 0.09 | 0.16 | 0.21 | 0.21 | 0.17 | 0.10 |
| 201 | | | | | | |
| E MID-SIZE | | | | | | |
| 211 | 0.663 | 0.662 | 0.660 | 0.659 | 0.657 | 0.659 |
| 221 | 0.663 | 0.662 | 0.659 | 0.658 | 0.657 | 0.659 |
| 231 | 0.000 | 0.000 | 0.001 | 0.001 | 0.000 | 0.000 |
| 241 | 0.04 | 0.07 | 0.09 | 0.09 | 0.08 | 0.04 |
| 251 | | | | | | |
| 261 | | | | | | |
| F FULL SIZE | | | | | | |
| 271 | 0.654 | 0.651 | 0.643 | 0.635 | 0.636 | 0.638 |
| 281 | 0.653 | 0.649 | 0.641 | 0.633 | 0.634 | 0.637 |
| 291 | 0.001 | 0.002 | 0.002 | 0.002 | 0.002 | 0.001 |
| 301 | 0.15 | 0.28 | 0.36 | 0.37 | 0.29 | 0.17 |
| 311 | | | | | | |
| G LUXURY | | | | | | |
| 321 | 0.720 | 0.719 | 0.715 | 0.710 | 0.711 | 0.712 |
| 331 | 0.720 | 0.718 | 0.713 | 0.709 | 0.710 | 0.712 |
| 341 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 351 | 0.07 | 0.14 | 0.17 | 0.18 | 0.14 | 0.08 |
| 361 | | | | | | |
| 371 | | | | | | |
| 381 | | | | | | |
| 391 | | | | | | |
| 401 | | | | | | |
| H TOTAL USED CARS PURCHASED | | | | | | |
| 411 | 19.60 | 19.68 | 19.62 | 19.64 | 19.63 | 19.98 |
| 421 | 19.61 | 19.69 | 19.63 | 19.65 | 19.67 | 20.04 |
| 431 | -0.01 | -0.01 | -0.01 | -0.01 | -0.03 | -0.05 |
| 441 | -0.06 | -0.03 | -0.03 | -0.07 | -0.16 | -0.27 |
| 451 | | | | | | |

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | AVERAGE WHOLESALE PRICE | | | | | | |
| 21 | ALTERNATE | 4583.55 | 4750.45 | 4926.03 | 5101.09 | 5282.15 | 5471.73 |
| 31 | BASELINE | 4588.36 | 4754.64 | 4929.76 | 5103.71 | 5284.11 | 5473.54 |
| 41 | DIFFERENCE | -4.81 | -4.19 | -3.72 | -2.63 | -1.96 | -1.81 |
| 51 | % DIFFERENCE | -0.10 | -0.09 | -0.07 | -0.05 | -0.04 | -0.03 |
| 61 | | | | | | | |
| 71 | | | | | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR: | | | | | | |
| 91 | SUBCOMPACT | | | | | | |
| 101 | ALTERNATE | 0.810 | 0.808 | 0.808 | 0.807 | 0.809 | 0.811 |
| 111 | BASELINE | 0.810 | 0.809 | 0.809 | 0.809 | 0.810 | 0.812 |
| 121 | DIFFERENCE | 0.000 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 131 | % DIFFERENCE | 0.00 | -0.07 | -0.12 | -0.13 | -0.11 | -0.07 |
| 141 | | | | | | | |
| 151 | COMPACT | | | | | | |
| 161 | ALTERNATE | 0.710 | 0.708 | 0.708 | 0.706 | 0.707 | 0.709 |
| 171 | BASELINE | 0.710 | 0.708 | 0.709 | 0.707 | 0.708 | 0.710 |
| 181 | DIFFERENCE | 0.000 | -0.000 | -0.001 | -0.001 | -0.001 | -0.000 |
| 191 | % DIFFERENCE | 0.00 | -0.05 | -0.10 | -0.11 | -0.09 | -0.05 |
| 201 | | | | | | | |
| 211 | MINI-SIZE | | | | | | |
| 221 | ALTERNATE | 0.659 | 0.658 | 0.658 | 0.659 | 0.659 | 0.659 |
| 231 | BASELINE | 0.659 | 0.659 | 0.658 | 0.659 | 0.659 | 0.659 |
| 241 | DIFFERENCE | 0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 251 | % DIFFERENCE | 0.01 | -0.02 | -0.04 | -0.05 | -0.04 | -0.02 |
| 261 | | | | | | | |
| 271 | FULL SIZE | | | | | | |
| 281 | ALTERNATE | 0.639 | 0.637 | 0.636 | 0.638 | 0.639 | 0.641 |
| 291 | BASELINE | 0.639 | 0.638 | 0.637 | 0.639 | 0.640 | 0.642 |
| 301 | DIFFERENCE | 0.000 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 311 | % DIFFERENCE | 0.03 | -0.10 | -0.16 | -0.20 | -0.17 | -0.10 |
| 321 | | | | | | | |
| 331 | LUXURY | | | | | | |
| 341 | ALTERNATE | 0.713 | 0.712 | 0.711 | 0.712 | 0.712 | 0.714 |
| 351 | BASELINE | 0.713 | 0.712 | 0.711 | 0.713 | 0.713 | 0.714 |
| 361 | DIFFERENCE | 0.000 | -0.000 | -0.001 | -0.001 | -0.001 | -0.000 |
| 371 | % DIFFERENCE | 0.01 | -0.05 | -0.09 | -0.10 | -0.08 | -0.05 |
| 381 | | | | | | | |
| 391 | | | | | | | |
| 401 | TOTAL USED CARS PURCHASED | | | | | | |
| 411 | ALTERNATE | 20,24 | 20,33 | 20,41 | 20,62 | 20,72 | 20,98 |
| 421 | BASELINE | 20,32 | 20,43 | 20,51 | 20,72 | 20,82 | 21,06 |
| 431 | DIFFERENCE | -0,08 | -0,10 | -0,10 | -0,10 | -0,09 | -0,08 |
| 441 | % DIFFERENCE | -0,38 | -0,47 | -0,51 | -0,50 | -0,45 | -0,39 |

TABLE 3.13 USED CAR MARKET

| LINE | Y T F M | 1999 | 2000 |
|----------------------------------|---------|---------|---------|
| | | DOLLARS | |
| 11 AVERAGE WHOLESALE PRICE | | | |
| 21 ALTERNATE | | 5664.21 | 5865.21 |
| 31 BASELINE | | 5666.34 | 5667.92 |
| 41 DIFFERENCE | | -2.14 | -2.71 |
| 51% DIFFERENCE | | -0.04 | -0.05 |
| 61 | | | |
| 71 | | | |
| 81 PRICE OF 1 YR OLD CAR/NEW CAR | | | |
| 91 | | | |
| 101 SUBCOMPACT | | | |
| 111 ALTERNATE | | 0.812 | 0.812 |
| 121 BASELINE | | 0.812 | 0.812 |
| 131 DIFFERENCE | | -0.000 | 0.000 |
| 141% DIFFERENCE | | -0.02 | 0.02 |
| 151 | | | |
| 161 COMPACT | | | |
| 171 ALTERNATE | | 0.709 | 0.709 |
| 181 BASELINE | | 0.709 | 0.709 |
| 191 DIFFERENCE | | -0.000 | 0.000 |
| 201% DIFFERENCE | | -0.02 | 0.02 |
| 211 | | | |
| 221 MID-SIZE | | | |
| 231 ALTERNATE | | 0.660 | 0.660 |
| 241 BASELINE | | 0.660 | 0.660 |
| 251 DIFFERENCE | | -0.000 | 0.000 |
| 261% DIFFERENCE | | -0.01 | 0.01 |
| 271 | | | |
| 281 FULL SIZE | | | |
| 291 ALTERNATE | | 0.642 | 0.642 |
| 301 BASELINE | | 0.643 | 0.642 |
| 311 DIFFERENCE | | -0.000 | 0.000 |
| 321% DIFFERENCE | | -0.03 | 0.03 |
| 331 | | | |
| 341 LUXURY | | | |
| 351 ALTERNATE | | 0.714 | 0.714 |
| 361 BASELINE | | 0.714 | 0.714 |
| 371 DIFFERENCE | | -0.000 | 0.000 |
| 381% DIFFERENCE | | -0.02 | 0.01 |
| 391 | | | |
| 401 | | | |
| 411 TOTAL USED CARS PURCHASED | | | |
| 421 ALTERNATE | | 21.15 | 21.21 |
| 431 BASELINE | | 21.22 | 21.28 |
| 441 DIFFERENCE | | -0.07 | -0.06 |
| 451% DIFFERENCE | | -0.33 | -0.28 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA 1966 REG AUTO MODEL 1975 - 2000
 INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1975 | | | | | 1976 | | | | | 1977 | | | | | 1978 | | | | | 1979 | | | | | 1980 | | | | |
|------|----------------------|-----------------------------|--|--|--|--|-------------------------------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | UNDESIRABLE SHARES IN STOCK | | | | | BEFORE RECONCILING SUM TO 1.0 | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | SUBCOMPACT & COMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 41 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 51 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | TRUCKS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 71 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 81 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 101 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 111 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 121 | TRUCKS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 131 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 161 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 171 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 191 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 201 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 221 | LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 231 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 281 | TOTAL | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 291 | INTERMEDIATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | FULL-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 311 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 321 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| TITLE | | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|-----------------------------------|----------------------|---------|---------|---------|---------|---------|---------|
| UNLISTED SHARES IN STOCK | | | | | | | |
| 210 BEFORE RECONCILING SUB TO 1.0 | | | | | | | |
| 31 | SURCOMPACT & COMPANY | | | | | | |
| 31 | 31ALTERNATE | 0.4026 | 0.4011 | 0.3988 | 0.3949 | 0.3907 | 0.3894 |
| 31 | 31BASELINE | 0.3960 | 0.3945 | 0.3925 | 0.3888 | 0.3847 | 0.3833 |
| 31 | 31DIFFERENCE | 0.0066 | 0.0066 | 0.0063 | 0.0061 | 0.0060 | 0.0061 |
| 31 | 31% DIFFERENCE | 1.66 | 1.64 | 1.61 | 1.58 | 1.57 | 1.59 |
| 91 | 91 | | | | | | |
| 91 | 91% MID-SIZE | | | | | | |
| 91 | 91ALTERNATE | 0.2361 | 0.2351 | 0.2363 | 0.2372 | 0.2367 | 0.2368 |
| 91 | 91BASELINE | 0.2372 | 0.2372 | 0.2373 | 0.2382 | 0.2376 | 0.2377 |
| 91 | 91DIFFERENCE | -0.0011 | -0.0011 | -0.0010 | -0.0009 | -0.0009 | -0.0009 |
| 91 | 91% DIFFERENCE | -0.48 | -0.45 | -0.43 | -0.40 | -0.37 | -0.38 |
| 151 | 151 | | | | | | |
| 151 | 151% FULL SIZE | | | | | | |
| 151 | 151ALTERNATE | 0.2767 | 0.2787 | 0.2816 | 0.2864 | 0.2927 | 0.2883 |
| 151 | 151BASELINE | 0.2882 | 0.2903 | 0.2926 | 0.2970 | 0.3031 | 0.2993 |
| 151 | 151DIFFERENCE | -0.0115 | -0.0113 | -0.0110 | -0.0106 | -0.0104 | -0.0105 |
| 151 | 151% DIFFERENCE | -4.00 | -3.91 | -3.76 | -3.57 | -3.42 | -3.50 |
| 211 | 211 | | | | | | |
| 211 | 211% LUXURY | | | | | | |
| 211 | 211ALTERNATE | 0.0931 | 0.0940 | 0.0948 | 0.0956 | 0.0966 | 0.0974 |
| 211 | 211BASELINE | 0.0931 | 0.0940 | 0.0948 | 0.0956 | 0.0965 | 0.0973 |
| 211 | 211DIFFERENCE | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| 211 | 211% DIFFERENCE | 0.01 | 0.01 | 0.02 | 0.02 | 0.03 | 0.03 |
| 271 | 271 | | | | | | |
| 271 | 271% TOTAL | | | | | | |
| 271 | 271ALTERNATE | 1.0084 | 1.0099 | 1.0115 | 1.0141 | 1.0167 | 1.0124 |
| 271 | 271BASELINE | 1.0145 | 1.0158 | 1.0171 | 1.0195 | 1.0219 | 1.0177 |
| 271 | 271DIFFERENCE | -0.0061 | -0.0059 | -0.0057 | -0.0054 | -0.0052 | -0.0053 |
| 271 | 271% DIFFERENCE | -0.60 | -0.58 | -0.56 | -0.53 | -0.51 | -0.52 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|----------------------------------|----------------------|---------|---------|---------|---------|---------|---------|
| UNDESIR'D SHARES IN STOCK | | | | | | | |
| 21 BEFORE RECONCILING SUM TO 1.0 | | | | | | | |
| 31 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | 1/4 LITER | 0.3873 | 0.3854 | 0.3836 | 0.3823 | 0.3812 | 0.3791 |
| 61 | BASELINE | 0.3812 | 0.3793 | 0.3775 | 0.3761 | 0.3750 | 0.3729 |
| 71 | DIFFERENCE | 0.0061 | 0.0061 | 0.0061 | 0.0062 | 0.0062 | 0.0062 |
| 81 | % DIFFERENCE | 1.59 | 1.61 | 1.62 | 1.64 | 1.65 | 1.66 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | 1/4 LITER | 0.2365 | 0.2361 | 0.2357 | 0.2359 | 0.2347 | 0.2349 |
| 121 | BASELINE | 0.2374 | 0.2370 | 0.2366 | 0.2368 | 0.2357 | 0.2359 |
| 131 | DIFFERENCE | -0.0009 | -0.0009 | -0.0009 | -0.0009 | -0.0009 | -0.0010 |
| 141 | % DIFFERENCE | -0.38 | -0.39 | -0.39 | -0.40 | -0.40 | -0.40 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | 1/4 LITER | 0.2870 | 0.2842 | 0.2818 | 0.2778 | 0.2759 | 0.2723 |
| 181 | BASELINE | 0.2975 | 0.2948 | 0.2925 | 0.2886 | 0.2867 | 0.2832 |
| 191 | DIFFERENCE | -0.0105 | -0.0106 | -0.0107 | -0.0108 | -0.0109 | -0.0109 |
| 201 | % DIFFERENCE | -3.53 | -3.60 | -3.64 | -3.73 | -3.79 | -3.85 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | 1/4 LITER | 0.0923 | 0.0992 | 0.1002 | 0.1011 | 0.1021 | 0.1031 |
| 241 | BASELINE | 0.0982 | 0.0992 | 0.1001 | 0.1011 | 0.1021 | 0.1031 |
| 251 | DIFFERENCE | 0.0060 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| 261 | % DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.02 | 0.02 | 0.02 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | 1/4 LITER | 1.0091 | 1.0049 | 1.0013 | 0.9971 | 0.9939 | 0.9895 |
| 301 | BASELINE | 1.0144 | 1.0103 | 1.0067 | 1.0027 | 0.9995 | 0.9952 |
| 311 | DIFFERENCE | -0.0053 | -0.0054 | -0.0054 | -0.0055 | -0.0056 | -0.0056 |
| 321 | % DIFFERENCE | -0.52 | -0.53 | -0.54 | -0.55 | -0.56 | -0.57 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|----------------------------|-----------------------------------|---------|---------|---------|---------|---------|---------|
| WIDESPREAD SHARES IN STOCK | | | | | | | |
| 1 | WIDESPREAD SHARES IN STOCK | | | | | | |
| 2 | WIDESPREAD RECONCILING SUM TO 1.0 | | | | | | |
| 31 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | STALTERNATE | 0.3766 | 0.3739 | 0.3717 | 0.3689 | 0.3667 | 0.3650 |
| 61 | STALTERNATE | 0.3704 | 0.3677 | 0.3655 | 0.3627 | 0.3604 | 0.3588 |
| 71 | STALTERNATE | 0.0062 | 0.0062 | 0.0062 | 0.0062 | 0.0062 | 0.0062 |
| 81 | STALTERNATE | 1.68 | 1.69 | 1.70 | 1.71 | 1.73 | 1.74 |
| 91 | STALTERNATE | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | STALTERNATE | 0.2346 | 0.2342 | 0.2339 | 0.2337 | 0.2334 | 0.2331 |
| 121 | STALTERNATE | 0.2355 | 0.2352 | 0.2349 | 0.2346 | 0.2344 | 0.2341 |
| 131 | STALTERNATE | -0.0010 | -0.0010 | -0.0010 | -0.0010 | -0.0010 | -0.0010 |
| 141 | STALTERNATE | -0.41 | -0.41 | -0.41 | -0.42 | -0.42 | -0.42 |
| 151 | STALTERNATE | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | STALTERNATE | 0.2703 | 0.2684 | 0.2662 | 0.2655 | 0.2645 | 0.2634 |
| 181 | STALTERNATE | 0.2812 | 0.2794 | 0.2772 | 0.2767 | 0.2757 | 0.2747 |
| 191 | STALTERNATE | -0.0110 | -0.0110 | -0.0111 | -0.0112 | -0.0112 | -0.0113 |
| 201 | STALTERNATE | -3.90 | -3.95 | -4.00 | -4.04 | -4.06 | -4.12 |
| 211 | STALTERNATE | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | STALTERNATE | 0.1042 | 0.1052 | 0.1063 | 0.1074 | 0.1084 | 0.1095 |
| 241 | STALTERNATE | 0.1042 | 0.1052 | 0.1063 | 0.1074 | 0.1084 | 0.1095 |
| 251 | STALTERNATE | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| 261 | STALTERNATE | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 271 | STALTERNATE | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | STALTERNATE | 0.9856 | 0.9816 | 0.9781 | 0.9755 | 0.9730 | 0.9710 |
| 301 | STALTERNATE | 0.9913 | 0.9875 | 0.9839 | 0.9814 | 0.9790 | 0.9771 |
| 311 | STALTERNATE | -0.0057 | -0.0058 | -0.0058 | -0.0059 | -0.0060 | -0.0060 |
| 321 | STALTERNATE | -0.58 | -0.58 | -0.59 | -0.60 | -0.61 | -0.62 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | TYPE | 1999 | | 2000 | |
|------|-------------------------------|---------|--|---------|--|
| | | | | | |
| 110 | SIRFO SHARES IN STOCK | | | | |
| 210 | BEFORE RECONCILING SUM TO 1.0 | | | | |
| 31 | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | |
| 51 | ALTERNATE | 0,3634 | | 0,3614 | |
| 61 | BASLINE | 0,3572 | | 0,3551 | |
| 71 | DIFFERENCE | 0,0063 | | 0,0063 | |
| 81 | DIFFERENCE | 1,77 | | 1,77 | |
| 91 | | | | | |
| 101 | MID-SIZE | | | | |
| 111 | ALTERNATE | 0,2328 | | 0,2333 | |
| 121 | BASLINE | 0,2338 | | 0,2343 | |
| 131 | DIFFERENCE | -0,0010 | | -0,0010 | |
| 141 | DIFFERENCE | -0,42 | | -0,43 | |
| 151 | | | | | |
| 161 | FULL SIZE | | | | |
| 171 | ALTERNATE | 0,2627 | | 0,2621 | |
| 181 | BASLINE | 0,2741 | | 0,2736 | |
| 191 | DIFFERENCE | -0,0114 | | -0,0115 | |
| 201 | DIFFERENCE | -4,16 | | -4,20 | |
| 211 | | | | | |
| 221 | LUXURY | | | | |
| 231 | ALTERNATE | 0,1105 | | 0,1115 | |
| 241 | BASLINE | 0,1105 | | 0,1115 | |
| 251 | DIFFERENCE | 0,0000 | | 0,0000 | |
| 261 | DIFFERENCE | 0,02 | | 0,02 | |
| 271 | | | | | |
| 281 | TOTAL | | | | |
| 291 | ALTERNATE | 0,9695 | | 0,9683 | |
| 301 | BASLINE | 0,9756 | | 0,9744 | |
| 311 | DIFFERENCE | -0,0061 | | -0,0062 | |
| 321 | DIFFERENCE | -0,63 | | -0,63 | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE THE PRICE OF GASOLINE BY 10 PERCENT 1977 - 2000

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS "

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | 41 SUBCOMPACT & COMPACT | | | | | | |
| 4 | 51ALTERNATE | 0.5085 | 0.4285 | 0.4319 | 0.4172 | 0.4188 | 0.4230 |
| 5 | 61GASOLINE | 0.5085 | 0.4285 | 0.4172 | 0.4037 | 0.4063 | 0.4115 |
| 6 | 71DIFFERENCE | 0.0 | 0.0 | 0.0147 | 0.0135 | 0.0125 | 0.0115 |
| 7 | 81% DIFFERENCE | 0.0 | 0.0 | 3.53 | 3.35 | 3.07 | 2.79 |
| 8 | 91 | | | | | | |
| 9 | 101 MID-SIZE | | | | | | |
| 10 | 111ALTERNATE | 0.2273 | 0.2846 | 0.2578 | 0.2412 | 0.2291 | 0.2295 |
| 11 | 121GASOLINE | 0.2273 | 0.2846 | 0.2574 | 0.2408 | 0.2287 | 0.2292 |
| 12 | 131DIFFERENCE | 0.0 | 0.0 | 0.0004 | 0.0004 | 0.0004 | 0.0003 |
| 13 | 141% DIFFERENCE | 0.0 | 0.0 | 0.16 | 0.17 | 0.19 | 0.15 |
| 14 | 151 | | | | | | |
| 15 | 161 FULL SIZE | | | | | | |
| 16 | 171ALTERNATE | 0.1690 | 0.1983 | 0.2412 | 0.2781 | 0.2749 | 0.2705 |
| 17 | 181GASOLINE | 0.1690 | 0.1983 | 0.2593 | 0.2951 | 0.2903 | 0.2841 |
| 18 | 191DIFFERENCE | 0.0 | 0.0 | -0.0181 | -0.0170 | -0.0154 | -0.0136 |
| 19 | 201% DIFFERENCE | 0.0 | 0.0 | -6.98 | -5.76 | -5.32 | -4.77 |
| 20 | 211 | | | | | | |
| 21 | 221 LUXURY | | | | | | |
| 22 | 231ALTERNATE | 0.0927 | 0.0917 | 0.0911 | 0.0912 | 0.0925 | 0.0938 |
| 23 | 241GASOLINE | 0.0927 | 0.0917 | 0.0910 | 0.0912 | 0.0925 | 0.0938 |
| 24 | 251DIFFERENCE | 0.0 | 0.0 | 0.0000 | 0.0000 | 0.0000 | -0.0000 |
| 25 | 261% DIFFERENCE | 0.0 | 0.0 | 0.04 | 0.04 | 0.01 | -0.04 |
| 26 | 271 | | | | | | |
| 27 | 281 TOTAL | | | | | | |
| 28 | 291ALTERNATE | 0.9975 | 1.0031 | 1.0219 | 1.0278 | 1.0152 | 1.0168 |
| 29 | 301GASOLINE | 0.9975 | 1.0031 | 1.0248 | 1.0309 | 1.0178 | 1.0186 |
| 30 | 311DIFFERENCE | 0.0 | 0.0 | -0.0029 | -0.0030 | -0.0025 | -0.0018 |
| 31 | 321% DIFFERENCE | 0.0 | 0.0 | -0.29 | -0.30 | -0.25 | -0.17 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 31 | SUBCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.4195 | 0.4148 | 0.4009 | 0.4029 | 0.3963 | 0.3983 |
| 61 | BASELINE | 0.4088 | 0.4088 | 0.4088 | 0.3944 | 0.3983 | 0.3901 |
| 71 | DIFFERENCE | 0.0108 | 0.0100 | 0.0092 | 0.0085 | 0.0080 | 0.0082 |
| 81 | % DIFFERENCE | 2.64 | 2.47 | 2.29 | 2.15 | 2.06 | 2.09 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0.2326 | 0.2320 | 0.2320 | 0.2333 | 0.2320 | 0.2354 |
| 121 | BASELINE | 0.2322 | 0.2316 | 0.2317 | 0.2330 | 0.2318 | 0.2350 |
| 131 | DIFFERENCE | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0004 | 0.0004 |
| 141 | % DIFFERENCE | 0.18 | 0.16 | 0.15 | 0.15 | 0.16 | 0.18 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0.2726 | 0.2793 | 0.2851 | 0.2917 | 0.2998 | 0.2918 |
| 181 | BASELINE | 0.2850 | 0.2902 | 0.2946 | 0.3001 | 0.3075 | 0.2998 |
| 191 | DIFFERENCE | -0.0124 | -0.0109 | -0.0096 | -0.0085 | -0.0078 | -0.0080 |
| 201 | % DIFFERENCE | -4.33 | -3.76 | -3.24 | -2.82 | -2.52 | -2.67 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0.0951 | 0.0964 | 0.0973 | 0.0984 | 0.0996 | 0.1005 |
| 241 | BASELINE | 0.0952 | 0.0964 | 0.0974 | 0.0984 | 0.0996 | 0.1005 |
| 251 | DIFFERENCE | -0.0001 | -0.0001 | -0.0001 | -0.0000 | -0.0000 | -0.0000 |
| 261 | % DIFFERENCE | -0.06 | -0.07 | -0.06 | -0.04 | -0.02 | -0.01 |
| 271 | | | | | | | |
| 281 | TOTAL | 1.0199 | 1.0225 | 1.0244 | 1.0263 | 1.0276 | 1.0260 |
| 291 | ALTERNATE | 1.0211 | 1.0231 | 1.0244 | 1.0260 | 1.0270 | 1.0254 |
| 301 | BASELINE | 1.0212 | 1.0206 | 1.0201 | 1.0203 | 1.0206 | 1.0206 |
| 311 | DIFFERENCE | -0.012 | -0.06 | -0.01 | 0.03 | 0.06 | 0.05 |
| 321 | % DIFFERENCE | | | | | | |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--|----------------------|---------|---------|---------|---------|---------|---------|
| UNREGISTERED SHARES IN NEW REGISTRATIONS | | | | | | | |
| PIPEFORD RECONCILING SUM TO 1.0 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.3983 | 0.3992 | 0.3997 | 0.4011 | 0.4022 | 0.4024 |
| 61 | BASELINE | 0.3901 | 0.3908 | 0.3911 | 0.3923 | 0.3932 | 0.3932 |
| 71 | DIFFERENCE | 0.0082 | 0.0084 | 0.0086 | 0.0088 | 0.0090 | 0.0091 |
| 81 | DIFFERENCE | 2.10 | 2.15 | 2.19 | 2.25 | 2.29 | 2.32 |
| 91 | | | | | | | |
| MID-SIZE | | | | | | | |
| 101 | ALTERNATE | 0.2373 | 0.2388 | 0.2399 | 0.2420 | 0.2407 | 0.2427 |
| 111 | BASELINE | 0.2368 | 0.2383 | 0.2393 | 0.2414 | 0.2401 | 0.2420 |
| 121 | DIFFERENCE | 0.0005 | 0.0005 | 0.0006 | 0.0006 | 0.0006 | 0.0006 |
| 131 | DIFFERENCE | 0.20 | 0.22 | 0.24 | 0.25 | 0.27 | 0.27 |
| 141 | | | | | | | |
| FULL SIZE | | | | | | | |
| 151 | ALTERNATE | 0.2880 | 0.2835 | 0.2801 | 0.2746 | 0.2729 | 0.2695 |
| 161 | BASELINE | 0.2962 | 0.2920 | 0.2889 | 0.2838 | 0.2825 | 0.2792 |
| 171 | DIFFERENCE | -0.0082 | -0.0085 | -0.0088 | -0.0092 | -0.0096 | -0.0097 |
| 181 | DIFFERENCE | -2.76 | -2.92 | -3.06 | -3.20 | -3.39 | -3.49 |
| 191 | | | | | | | |
| LUXURY | | | | | | | |
| 201 | ALTERNATE | 0.1015 | 0.1025 | 0.1036 | 0.1045 | 0.1055 | 0.1065 |
| 211 | BASELINE | 0.1015 | 0.1025 | 0.1035 | 0.1045 | 0.1055 | 0.1065 |
| 221 | DIFFERENCE | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0001 | 0.0001 |
| 231 | DIFFERENCE | 0.00 | 0.02 | 0.03 | 0.04 | 0.05 | 0.05 |
| 241 | | | | | | | |
| TOTAL | | | | | | | |
| 251 | ALTERNATE | 1.0251 | 1.0241 | 1.0232 | 1.0223 | 1.0214 | 1.0210 |
| 261 | BASELINE | 1.0246 | 1.0236 | 1.0229 | 1.0220 | 1.0212 | 1.0209 |
| 271 | DIFFERENCE | 0.0005 | 0.0004 | 0.0003 | 0.0002 | 0.0001 | 0.0001 |
| 281 | DIFFERENCE | 0.05 | 0.04 | 0.03 | 0.02 | 0.01 | 0.01 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--|----------------------|--------|--------|--------|--------|--------|--------|
| UNADJUSTED SHARES IN NEW REGISTRATIONS | | | | | | | |
| BEFORE RECONCILING SUM TO 1.0 | | | | | | | |
| 31 | SUBCOMPACT & COMPACT | | | | | | |
| 51A | ALTERNATE | 0.4014 | 0.4001 | 0.3993 | 0.3969 | 0.3953 | 0.3944 |
| 61A | BASELINE | 0.5921 | 0.5908 | 0.5844 | 0.5875 | 0.5856 | 0.5849 |
| 71A | DIFFERENCE | 0.0092 | 0.0093 | 0.0094 | 0.0094 | 0.0095 | 0.0096 |
| 81 | DIFFERENCE | 2.35 | 2.39 | 2.41 | 2.44 | 2.46 | 2.43 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 11A | ALTERNATE | 0.2432 | 0.2436 | 0.2440 | 0.2441 | 0.2443 | 0.2442 |
| 12A | BASELINE | 0.2425 | 0.2429 | 0.2433 | 0.2434 | 0.2436 | 0.2434 |
| 13A | DIFFERENCE | 0.0007 | 0.0007 | 0.0007 | 0.0007 | 0.0007 | 0.0007 |
| 141 | DIFFERENCE | 0.28 | 0.28 | 0.28 | 0.29 | 0.29 | 0.30 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 17A | ALTERNATE | 0.2689 | 0.2687 | 0.2621 | 0.2696 | 0.2702 | 0.2702 |
| 18A | BASELINE | 0.2788 | 0.2787 | 0.2781 | 0.2797 | 0.2804 | 0.2804 |
| 19A | DIFFERENCE | 0.0099 | 0.0100 | 0.0101 | 0.0101 | 0.0102 | 0.0102 |
| 201 | DIFFERENCE | 3.55 | 3.59 | 3.62 | 3.62 | 3.63 | 3.65 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 23A | ALTERNATE | 0.1076 | 0.1087 | 0.1097 | 0.1106 | 0.1119 | 0.1129 |
| 24A | BASELINE | 0.1075 | 0.1086 | 0.1097 | 0.1108 | 0.1119 | 0.1129 |
| 25A | DIFFERENCE | 0.0001 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |
| 261 | DIFFERENCE | 0.05 | 0.04 | 0.03 | 0.02 | 0.02 | 0.02 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 29A | ALTERNATE | 1.0210 | 1.0211 | 1.0211 | 1.0215 | 1.0217 | 1.0217 |
| 30A | BASELINE | 1.0209 | 1.0210 | 1.0210 | 1.0214 | 1.0216 | 1.0216 |
| 31A | DIFFERENCE | 0.0001 | 0.0000 | 0.0000 | 0.0001 | 0.0001 | 0.0001 |
| 321 | DIFFERENCE | 0.01 | 0.00 | 0.00 | 0.00 | 0.01 | 0.01 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1999 | 2000 |
|------|------------------------------------|---------|---------|
| 100 | DESIRE SHARES TO NEW REGISTRATIONS | | |
| 200 | BEFORE RECONCILING SUM TO 1.0 | | |
| 30 | | | |
| 40 | SURCOMPACT & COMPACT | | |
| 50 | ALTERNATE | 0.3933 | 0.3913 |
| 60 | BASELINE | 0.3837 | 0.3817 |
| 70 | DIFFERENCE | 0.0096 | 0.0097 |
| 80 | DIFFERENCE | 2.51 | 2.53 |
| 90 | | | |
| 100 | MID-SIZE | | |
| 110 | ALTERNATE | 0.2439 | 0.2452 |
| 120 | BASELINE | 0.2432 | 0.2444 |
| 130 | DIFFERENCE | 0.0007 | 0.0008 |
| 140 | DIFFERENCE | 0.30 | 0.31 |
| 150 | | | |
| 160 | FULL SIZE | | |
| 170 | ALTERNATE | 0.2706 | 0.2706 |
| 180 | BASELINE | 0.2809 | 0.2810 |
| 190 | DIFFERENCE | -0.0103 | -0.0103 |
| 200 | DIFFERENCE | -3.66 | -3.68 |
| 210 | | | |
| 220 | LUXURY | | |
| 230 | ALTERNATE | 0.1139 | 0.1149 |
| 240 | BASELINE | 0.1139 | 0.1148 |
| 250 | DIFFERENCE | 0.0000 | 0.0000 |
| 260 | DIFFERENCE | 0.01 | 0.02 |
| 270 | | | |
| 280 | TOTAL | | |
| 290 | ALTERNATE | 1.0217 | 1.0220 |
| 300 | BASELINE | 1.0216 | 1.0219 |
| 310 | DIFFERENCE | 0.0001 | 0.0001 |
| 320 | DIFFERENCE | 0.01 | 0.01 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 1975-2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.00 SUMMARY

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | ALTERNATE | 93,841 | 97,155 | 100,417 | 103,487 | 105,484 | 107,303 |
| 3 | BASELINE | 93,841 | 97,155 | 100,261 | 103,261 | 105,273 | 107,157 |
| 4 | DIFFERENCE | 0.0 | 0.0 | 0.156 | 0.226 | 0.210 | 0.146 |
| 5 | % DIFFERENCE | 0.0 | 0.0 | 0.16 | 0.22 | 0.20 | 0.14 |
| 6 | | | | | | | |
| 7 | ACTUAL YEAR-END STOCK OF AUTOS | | | | | | |
| 8 | ALTERNATE | 96,64 | 100,01 | 103,28 | 106,28 | 107,12 | 107,44 |
| 9 | BASELINE | 96,64 | 100,01 | 102,73 | 105,60 | 106,57 | 107,13 |
| 10 | DIFFERENCE | 0.0 | 0.0 | 0.54 | 0.68 | 0.54 | 0.31 |
| 11 | % DIFFERENCE | 0.0 | 0.0 | 0.53 | 0.65 | 0.51 | 0.29 |
| 12 | | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | ALTERNATE | 8,261 | 10,231 | 11,877 | 11,765 | 11,454 | 11,595 |
| 15 | BASELINE | 8,261 | 10,231 | 11,253 | 11,586 | 11,476 | 11,653 |
| 16 | DIFFERENCE | 0.0 | 0.0 | 0.624 | 0.179 | -0.022 | -0.058 |
| 17 | % DIFFERENCE | 0.0 | 0.0 | 5.54 | 1.54 | -0.19 | -0.50 |
| 18 | | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | ALTERNATE | 1,502 | 1,478 | 1,601 | 1,551 | 1,502 | 1,513 |
| 21 | BASELINE | 1,502 | 1,478 | 1,538 | 1,536 | 1,502 | 1,510 |
| 22 | DIFFERENCE | 0.0 | 0.0 | 0.063 | 0.015 | -0.000 | 0.003 |
| 23 | % DIFFERENCE | 0.0 | 0.0 | 4.12 | 0.95 | -0.03 | 0.20 |
| 24 | | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | ALTERNATE | 6,759 | 8,754 | 10,276 | 10,215 | 9,952 | 10,083 |
| 27 | BASELINE | 6,759 | 8,754 | 9,715 | 10,051 | 9,974 | 10,144 |
| 28 | DIFFERENCE | 0.0 | 0.0 | 0.560 | 0.164 | -0.022 | -0.061 |
| 29 | % DIFFERENCE | 0.0 | 0.0 | 5.77 | 1.63 | -0.22 | -0.60 |
| 30 | | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | ALTERNATE | 1029.7 | 1027.2 | 1041.6 | 1061.9 | 1091.1 | 1108.3 |
| 33 | BASELINE | 1029.7 | 1027.2 | 1040.7 | 1054.2 | 1081.4 | 1099.4 |
| 34 | DIFFERENCE | 0.0 | 0.0 | 0.9 | 7.7 | 9.8 | 8.8 |
| 35 | % DIFFERENCE | 0.0 | 0.0 | 0.09 | 0.73 | 0.90 | 0.80 |
| 36 | | | | | | | |
| 37 | SCRAPAGE OF AUTOS | | | | | | |
| 38 | ALTERNATE | 5,541 | 6,870 | 8,606 | 8,758 | 10,621 | 11,274 |
| 39 | BASELINE | 5,541 | 6,870 | 8,527 | 8,717 | 10,503 | 11,095 |
| 40 | DIFFERENCE | 0.0 | 0.0 | 0.079 | 0.041 | 0.118 | 0.179 |
| 41 | % DIFFERENCE | 0.0 | 0.0 | 0.92 | 0.47 | 1.12 | 1.61 |
| 42 | | | | | | | |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | ALTERNATE | 16.14 | 16.65 | 17.36 | 18.15 | 18.88 | 19.69 |
| 45 | BASELINE | 16.14 | 16.65 | 17.38 | 18.16 | 18.87 | 19.65 |
| 46 | DIFFERENCE | 0.0 | 0.0 | -0.02 | -0.01 | 0.00 | 0.01 |
| 47 | % DIFFERENCE | 0.0 | 0.0 | -0.13 | -0.06 | 0.01 | 0.06 |

TABLE 3.00 SUMMARY

| LINE | T I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------------|----------------------------------|---------|---------|---------|---------|---------|---------|
| WILL AUTOS | | | | | | | |
| 110 | DESIRED STOCK OF AUTOS | | | | | | |
| 210 | ALTERNATE | 109,490 | 111,558 | 113,391 | 115,278 | 117,070 | 118,885 |
| 310 | BASELINE | 109,421 | 111,487 | 113,319 | 115,205 | 116,997 | 118,812 |
| 410 | DIFFERENCE | 0,069 | 0,071 | 0,073 | 0,073 | 0,074 | 0,074 |
| 510 | DIFFERENCE | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 |
| MILL AUTOS | | | | | | | |
| 61 | ACTUAL VS-EMP STOCK OF AUTOS | | | | | | |
| 710 | ALTERNATE | 108,73 | 110,65 | 112,61 | 114,61 | 116,79 | 118,66 |
| 810 | BASELINE | 108,51 | 110,45 | 112,40 | 114,40 | 116,61 | 118,52 |
| 910 | DIFFERENCE | 0,21 | 0,20 | 0,21 | 0,21 | 0,18 | 0,13 |
| 1010 | DIFFERENCE | 0,20 | 0,18 | 0,18 | 0,18 | 0,16 | 0,11 |
| MILL AUTOS | | | | | | | |
| 121 | REGISTRATIONS OF AUTOS | | | | | | |
| 1310 | ALTERNATE | 12,663 | 12,409 | 12,160 | 12,283 | 12,321 | 12,171 |
| 1410 | BASELINE | 12,730 | 12,461 | 12,211 | 12,335 | 12,359 | 12,189 |
| 1510 | DIFFERENCE | -0,067 | -0,052 | -0,051 | -0,052 | -0,038 | -0,018 |
| 1610 | DIFFERENCE | -0,52 | -0,42 | -0,42 | -0,42 | -0,31 | -0,15 |
| MILL AUTOS | | | | | | | |
| 181 | FOREIGN NEW REGIS. | | | | | | |
| 1910 | ALTERNATE | 1,586 | 1,534 | 1,481 | 1,458 | 1,430 | 1,435 |
| 2010 | BASELINE | 1,579 | 1,528 | 1,477 | 1,456 | 1,428 | 1,431 |
| 2110 | DIFFERENCE | 0,007 | 0,006 | 0,004 | 0,002 | 0,002 | 0,003 |
| 2210 | DIFFERENCE | 0,45 | 0,41 | 0,29 | 0,17 | 0,17 | 0,22 |
| MILL AUTOS | | | | | | | |
| 241 | DOMESTIC NEW REGIS. | | | | | | |
| 2510 | ALTERNATE | 11,077 | 10,875 | 10,679 | 10,825 | 10,890 | 10,736 |
| 2610 | BASELINE | 11,151 | 10,934 | 10,735 | 10,879 | 10,931 | 10,758 |
| 2710 | DIFFERENCE | -0,074 | -0,059 | -0,056 | -0,055 | -0,040 | -0,021 |
| 2810 | DIFFERENCE | -0,66 | -0,54 | -0,52 | -0,50 | -0,37 | -0,20 |
| BILL MILES | | | | | | | |
| 301 | VEHICLE MILES TRAVELED | | | | | | |
| 3110 | ALTERNATE | 1122,4 | 1149,6 | 1177,4 | 1198,5 | 1219,7 | 1237,4 |
| 3210 | BASELINE | 1114,6 | 1143,2 | 1172,1 | 1194,4 | 1216,6 | 1235,1 |
| 3310 | DIFFERENCE | 7,8 | 6,4 | 5,3 | 4,2 | 3,2 | 2,3 |
| 3410 | DIFFERENCE | 0,70 | 0,56 | 0,45 | 0,35 | 0,26 | 0,19 |
| MILL AUTOS | | | | | | | |
| 361 | SCRAPPAGE OF AUTOS | | | | | | |
| 3710 | ALTERNATE | 11,373 | 10,491 | 10,198 | 10,279 | 10,138 | 10,308 |
| 3810 | BASELINE | 11,349 | 10,529 | 10,256 | 10,334 | 10,148 | 10,279 |
| 3910 | DIFFERENCE | 0,024 | -0,038 | -0,058 | -0,055 | -0,011 | 0,029 |
| 4010 | DIFFERENCE | 0,21 | -0,36 | -0,56 | -0,53 | -0,10 | 0,28 |
| MILL AUTOS | | | | | | | |
| 421 | VEHICLE DOMESTIC EPA TEST M.P.G. | | | | | | |
| 4310 | ALTERNATE | 20,28 | 20,87 | 21,51 | 22,17 | 22,72 | 23,09 |
| 4410 | BASELINE | 20,26 | 20,86 | 21,49 | 22,16 | 22,72 | 23,08 |
| 4510 | DIFFERENCE | 0,02 | 0,02 | 0,01 | 0,01 | 0,01 | 0,01 |
| 4610 | DIFFERENCE | 0,09 | 0,07 | 0,06 | 0,05 | 0,04 | 0,03 |

TABLE 3.00 SUMMARY

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | UNDESIRED STOCK OF AUTOS | | | | | | |
| 2 | 21ALTERNATE | 120,555 | 122,019 | 123,344 | 124,021 | 125,991 | 127,164 |
| 3 | 31BASELINE | 120,482 | 121,946 | 123,271 | 124,549 | 125,918 | 127,092 |
| 4 | 41DIFFERENCE | 0,073 | 0,073 | 0,073 | 0,072 | 0,072 | 0,072 |
| 5 | 51% DIFFERENCE | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 |
| 6 | 61 | | | | | | |
| 7 | 71ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | 81ALTERNATE | 120,17 | 121,35 | 122,28 | 123,08 | 124,05 | 124,97 |
| 9 | 91BASELINE | 120,09 | 121,33 | 122,28 | 123,09 | 124,05 | 124,94 |
| 10 | 101DIFFERENCE | 0,08 | 0,03 | -0,01 | -0,01 | -0,05 | 0,03 |
| 11 | 11% DIFFERENCE | 0,06 | 0,02 | -0,00 | -0,01 | -0,00 | 0,02 |
| 12 | 121 | | | | | | |
| 13 | 131NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | 141ALTERNATE | 12,302 | 12,555 | 12,879 | 13,245 | 13,305 | 13,353 |
| 15 | 151BASELINE | 12,295 | 12,525 | 12,834 | 13,194 | 13,261 | 13,324 |
| 16 | 161DIFFERENCE | 0,007 | 0,030 | 0,046 | 0,050 | 0,044 | 0,029 |
| 17 | 171% DIFFERENCE | 0,06 | 0,24 | 0,36 | 0,39 | 0,34 | 0,22 |
| 18 | 181 | | | | | | |
| 19 | 191 FOREIGN NEW REGTS. | | | | | | |
| 20 | 201ALTERNATE | 1,454 | 1,495 | 1,535 | 1,593 | 1,606 | 1,614 |
| 21 | 211BASELINE | 1,449 | 1,489 | 1,528 | 1,586 | 1,602 | 1,613 |
| 22 | 221DIFFERENCE | 0,005 | 0,006 | 0,007 | 0,006 | 0,004 | 0,001 |
| 23 | 231% DIFFERENCE | 0,33 | 0,41 | 0,44 | 0,39 | 0,27 | 0,08 |
| 24 | 241 | | | | | | |
| 25 | 251 DOMESTIC NEW REGTS. | | | | | | |
| 26 | 261ALTERNATE | 10,848 | 11,060 | 11,345 | 11,653 | 11,699 | 11,719 |
| 27 | 271BASELINE | 10,846 | 11,037 | 11,305 | 11,607 | 11,658 | 11,711 |
| 28 | 281DIFFERENCE | 0,002 | 0,024 | 0,039 | 0,046 | 0,041 | 0,028 |
| 29 | 291% DIFFERENCE | 0,02 | 0,22 | 0,35 | 0,39 | 0,35 | 0,24 |
| 30 | 301 | | | | | | |
| 31 | 311VEHICLE MILES TRAVELED | | | | | | |
| 32 | 321ALTERNATE | 1251,1 | 1262,5 | 1273,8 | 1285,7 | 1297,8 | 1311,6 |
| 33 | 331BASELINE | 1249,3 | 1261,0 | 1271,9 | 1283,2 | 1294,7 | 1307,9 |
| 34 | 341DIFFERENCE | 1,7 | 1,5 | 1,8 | 2,4 | 3,1 | 3,8 |
| 35 | 351% DIFFERENCE | 0,14 | 0,12 | 0,15 | 0,19 | 0,24 | 0,29 |
| 36 | 361 | | | | | | |
| 37 | 371SCRAPAGE OF AUTOS | | | | | | |
| 38 | 381ALTERNATE | 10,794 | 11,367 | 11,957 | 12,444 | 12,334 | 12,428 |
| 39 | 391BASELINE | 10,720 | 11,287 | 11,880 | 12,363 | 12,303 | 12,429 |
| 40 | 401DIFFERENCE | 0,066 | 0,080 | 0,077 | 0,061 | 0,031 | -0,001 |
| 41 | 411% DIFFERENCE | 0,61 | 0,71 | 0,65 | 0,49 | 0,25 | -0,01 |
| 42 | 421 | | | | | | |
| 43 | 431NEW DOMESTIC FPA TEST M.P.G. | | | | | | |
| 44 | 441ALTERNATE | 23,44 | 23,81 | 24,19 | 24,58 | 24,77 | 24,95 |
| 45 | 451BASELINE | 23,44 | 23,81 | 24,18 | 24,58 | 24,77 | 24,96 |
| 46 | 461DIFFERENCE | 0,01 | 0,00 | 0,00 | 0,00 | -0,00 | -0,00 |
| 47 | 471% DIFFERENCE | 0,02 | 0,02 | 0,01 | 0,00 | -0,00 | -0,01 |

TABLE 3.00 SUMMARY

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-----------------------|------|------|------|------|------|------|
| 1 | WISHED STOCK OF AUTOS | | | | | | |
| 2 | WISHED STOCK OF AUTOS | | | | | | |
| 3 | WISHED STOCK OF AUTOS | | | | | | |
| 4 | WISHED STOCK OF AUTOS | | | | | | |
| 5 | WISHED STOCK OF AUTOS | | | | | | |
| 6 | WISHED STOCK OF AUTOS | | | | | | |
| 7 | WISHED STOCK OF AUTOS | | | | | | |
| 8 | WISHED STOCK OF AUTOS | | | | | | |
| 9 | WISHED STOCK OF AUTOS | | | | | | |
| 10 | WISHED STOCK OF AUTOS | | | | | | |
| 11 | WISHED STOCK OF AUTOS | | | | | | |
| 12 | WISHED STOCK OF AUTOS | | | | | | |
| 13 | WISHED STOCK OF AUTOS | | | | | | |
| 14 | WISHED STOCK OF AUTOS | | | | | | |
| 15 | WISHED STOCK OF AUTOS | | | | | | |
| 16 | WISHED STOCK OF AUTOS | | | | | | |
| 17 | WISHED STOCK OF AUTOS | | | | | | |
| 18 | WISHED STOCK OF AUTOS | | | | | | |
| 19 | WISHED STOCK OF AUTOS | | | | | | |
| 20 | WISHED STOCK OF AUTOS | | | | | | |
| 21 | WISHED STOCK OF AUTOS | | | | | | |
| 22 | WISHED STOCK OF AUTOS | | | | | | |
| 23 | WISHED STOCK OF AUTOS | | | | | | |
| 24 | WISHED STOCK OF AUTOS | | | | | | |
| 25 | WISHED STOCK OF AUTOS | | | | | | |
| 26 | WISHED STOCK OF AUTOS | | | | | | |
| 27 | WISHED STOCK OF AUTOS | | | | | | |
| 28 | WISHED STOCK OF AUTOS | | | | | | |
| 29 | WISHED STOCK OF AUTOS | | | | | | |
| 30 | WISHED STOCK OF AUTOS | | | | | | |
| 31 | WISHED STOCK OF AUTOS | | | | | | |
| 32 | WISHED STOCK OF AUTOS | | | | | | |
| 33 | WISHED STOCK OF AUTOS | | | | | | |
| 34 | WISHED STOCK OF AUTOS | | | | | | |
| 35 | WISHED STOCK OF AUTOS | | | | | | |
| 36 | WISHED STOCK OF AUTOS | | | | | | |
| 37 | WISHED STOCK OF AUTOS | | | | | | |
| 38 | WISHED STOCK OF AUTOS | | | | | | |
| 39 | WISHED STOCK OF AUTOS | | | | | | |
| 40 | WISHED STOCK OF AUTOS | | | | | | |
| 41 | WISHED STOCK OF AUTOS | | | | | | |
| 42 | WISHED STOCK OF AUTOS | | | | | | |
| 43 | WISHED STOCK OF AUTOS | | | | | | |
| 44 | WISHED STOCK OF AUTOS | | | | | | |
| 45 | WISHED STOCK OF AUTOS | | | | | | |
| 46 | WISHED STOCK OF AUTOS | | | | | | |
| 47 | WISHED STOCK OF AUTOS | | | | | | |

TABLE 3.00 SUMMARY

| LINE | I T F M | 1999 | | 2000 | |
|------|------------------------------|---------|--|---------|--|
| | | | | | |
| 1 | UNFISHED STOCK OF AUTOS | | | | |
| 2 | ALTERNATE | | | | |
| 3 | BASELINE | 133.436 | | 134.142 | |
| 4 | DIFFERENCE | 133.466 | | 134.075 | |
| 5 | DIFFERENCE | 0.068 | | 0.067 | |
| 6 | DIFFERENCE | 0.05 | | 0.05 | |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | | | |
| 8 | ALTERNATE | 131.28 | | 131.97 | |
| 9 | BASELINE | 131.19 | | 131.90 | |
| 10 | DIFFERENCE | 0.08 | | 0.07 | |
| 11 | DIFFERENCE | 0.06 | | 0.05 | |
| 12 | NEW REGISTRATIONS OF AUTOS | | | | |
| 13 | ALTERNATE | 13.940 | | 14.004 | |
| 14 | BASELINE | 13.940 | | 13.997 | |
| 15 | DIFFERENCE | -0.000 | | 0.006 | |
| 16 | DIFFERENCE | -0.00 | | 0.05 | |
| 17 | DIFFERENCE | | | | |
| 18 | FOREIGN NEW REGIS. | | | | |
| 19 | ALTERNATE | 1.618 | | 1.613 | |
| 20 | BASELINE | 1.630 | | 1.624 | |
| 21 | DIFFERENCE | -0.011 | | -0.012 | |
| 22 | DIFFERENCE | -0.69 | | -0.73 | |
| 23 | DIFFERENCE | | | | |
| 24 | DOMESTIC NEW REGIS. | | | | |
| 25 | ALTERNATE | 12.321 | | 12.391 | |
| 26 | BASELINE | 12.311 | | 12.373 | |
| 27 | DIFFERENCE | 0.011 | | 0.018 | |
| 28 | DIFFERENCE | 0.09 | | 0.15 | |
| 29 | DIFFERENCE | | | | |
| 30 | VEHICLE MILES TRAVELED | | | | |
| 31 | ALTERNATE | 1397.9 | | 1405.2 | |
| 32 | BASELINE | 1394.6 | | 1402.1 | |
| 33 | DIFFERENCE | 3.3 | | 3.1 | |
| 34 | DIFFERENCE | 0.23 | | 0.22 | |
| 35 | DIFFERENCE | | | | |
| 36 | SCRAPAGE OF AUTOS | | | | |
| 37 | ALTERNATE | 13.143 | | 13.310 | |
| 38 | BASELINE | 13.130 | | 13.289 | |
| 39 | DIFFERENCE | 0.013 | | 0.021 | |
| 40 | DIFFERENCE | 0.10 | | 0.16 | |
| 41 | DIFFERENCE | | | | |
| 42 | NEW DOMESTIC EPA TEST N.P.G. | | | | |
| 43 | ALTERNATE | 26.15 | | 26.32 | |
| 44 | BASELINE | 26.17 | | 26.33 | |
| 45 | DIFFERENCE | -0.01 | | -0.02 | |
| 46 | DIFFERENCE | -0.05 | | -0.06 | |
| 47 | DIFFERENCE | | | | |

TABLE 3,00 SUMMARY - CONTINUED

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------|----------------------------|-------|-------|--------|--------|--------|--------|
| 110F4 | AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 21A | ALTERNATE | 17,15 | 17,45 | 18,07 | 18,83 | 19,48 | 20,21 |
| 31A | BASELINE | 17,15 | 17,45 | 18,10 | 18,84 | 19,48 | 20,20 |
| 41A | DIFFERENCE | 0,0 | 0,0 | -0,03 | -0,02 | 0,00 | 0,02 |
| 51A | DIFFERENCE | 0,0 | 0,0 | -0,19 | -0,08 | 0,01 | 0,07 |
| 61 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 71 | ALTERNATE | 16,12 | 16,60 | 17,28 | 18,04 | 18,72 | 19,47 |
| 81A | BASELINE | 16,12 | 16,60 | 17,30 | 18,05 | 18,72 | 19,46 |
| 91A | DIFFERENCE | 0,0 | 0,0 | -0,02 | -0,01 | 0,00 | 0,01 |
| 111A | DIFFERENCE | 0,0 | 0,0 | -0,13 | -0,06 | 0,01 | 0,06 |
| 121 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 131 | ALTERNATE | 24,10 | 24,95 | 25,54 | 26,46 | 26,63 | 27,05 |
| 141A | BASELINE | 24,10 | 24,95 | 25,56 | 26,47 | 26,64 | 27,06 |
| 151A | DIFFERENCE | 0,0 | 0,0 | -0,02 | -0,01 | -0,01 | -0,01 |
| 171A | DIFFERENCE | 0,0 | 0,0 | -0,07 | -0,06 | -0,04 | -0,03 |
| 181 | DIFFERENCE | | | | | | |
| 191 | SHARE OF NEW REGISTRATIONS | | | | | | |
| 211 | SUBCOMPACT | | | | | | |
| 221 | ALTERNATE | 0,291 | 0,230 | 0,213 | 0,208 | 0,205 | 0,202 |
| 231A | BASELINE | 0,291 | 0,230 | 0,217 | 0,210 | 0,205 | 0,200 |
| 251A | DIFFERENCE | 0,0 | 0,0 | -0,004 | -0,002 | 0,000 | 0,001 |
| 261A | DIFFERENCE | 0,0 | 0,0 | -1,62 | -0,77 | 0,05 | 0,65 |
| 271 | DIFFERENCE | | | | | | |
| 281 | COMPACT | | | | | | |
| 291 | ALTERNATE | 0,219 | 0,197 | 0,189 | 0,181 | 0,195 | 0,205 |
| 301A | BASELINE | 0,219 | 0,197 | 0,190 | 0,182 | 0,195 | 0,203 |
| 311A | DIFFERENCE | 0,0 | 0,0 | -0,001 | -0,000 | 0,000 | 0,001 |
| 321A | DIFFERENCE | 0,0 | 0,0 | -0,49 | -0,11 | 0,25 | 0,50 |
| 331 | DIFFERENCE | | | | | | |
| 341 | MID-SIZE | | | | | | |
| 351 | ALTERNATE | 0,228 | 0,284 | 0,251 | 0,233 | 0,225 | 0,225 |
| 361A | BASELINE | 0,228 | 0,284 | 0,251 | 0,234 | 0,225 | 0,225 |
| 371A | DIFFERENCE | 0,0 | 0,0 | -0,000 | -0,000 | -0,000 | -0,000 |
| 381A | DIFFERENCE | 0,0 | 0,0 | -0,18 | -0,14 | -0,06 | -0,02 |
| 391 | DIFFERENCE | | | | | | |
| 401 | FULL-SIZE | | | | | | |
| 411 | ALTERNATE | 0,169 | 0,198 | 0,258 | 0,288 | 0,284 | 0,275 |
| 421A | BASELINE | 0,169 | 0,198 | 0,253 | 0,286 | 0,285 | 0,279 |
| 431A | DIFFERENCE | 0,0 | 0,0 | 0,005 | 0,001 | -0,002 | -0,004 |
| 441A | DIFFERENCE | 0,0 | 0,0 | 1,79 | 0,49 | -0,55 | -1,30 |
| 451 | DIFFERENCE | | | | | | |
| 461 | LUXURY | | | | | | |
| 471 | ALTERNATE | 0,093 | 0,091 | 0,089 | 0,089 | 0,092 | 0,093 |
| 481A | BASELINE | 0,093 | 0,091 | 0,089 | 0,088 | 0,091 | 0,092 |
| 491A | DIFFERENCE | 0,0 | 0,0 | 0,000 | 0,001 | 0,001 | 0,001 |
| 501A | DIFFERENCE | 0,0 | 0,0 | 0,41 | 0,85 | 1,23 | 1,46 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | I T F M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------------------------------|---------|-------|-------|-------|-------|-------|-------|
| 1 NEW AUTOS FLEET M.P.G. (EPA) | | | | | | | |
| 21ALTERNATE | | 20.74 | 21.29 | 21.86 | 22.46 | 22.95 | 23.31 |
| 21BASELINE | | 20.72 | 21.27 | 21.85 | 22.44 | 22.94 | 23.30 |
| 21DIFFERENCE | | 0.02 | 0.02 | 0.02 | 0.01 | 0.01 | 0.01 |
| 51% DIFFERENCE | | 0.11 | 0.09 | 0.08 | 0.06 | 0.05 | 0.04 |
| 61 NEW DOMESTIC AUTOS M.P.G. | | | | | | | |
| 71ALTERNATE | | 20.85 | 20.62 | 21.22 | 21.84 | 22.36 | 22.69 |
| 71BASELINE | | 20.84 | 20.60 | 21.20 | 21.83 | 22.35 | 22.68 |
| 101% DIFFERENCE | | 0.02 | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 |
| 111% DIFFERENCE | | 0.09 | 0.07 | 0.06 | 0.05 | 0.04 | 0.03 |
| 121 NEW FOREIGN AUTOS M.P.G. | | | | | | | |
| 131ALTERNATE | | 27.27 | 27.72 | 28.00 | 28.43 | 28.71 | 29.22 |
| 131BASELINE | | 27.27 | 27.72 | 28.01 | 28.44 | 28.72 | 29.23 |
| 161% DIFFERENCE | | 0.00 | 0.00 | 0.01 | 0.01 | 0.01 | 0.01 |
| 171% DIFFERENCE | | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.03 |
| 181 | | | | | | | |
| 191 | | | | | | | |
| 201 SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 211 SUBCOMPACT | | | | | | | |
| 231ALTERNATE | | 0.190 | 0.187 | 0.184 | 0.178 | 0.173 | 0.176 |
| 231BASELINE | | 0.189 | 0.186 | 0.183 | 0.177 | 0.172 | 0.176 |
| 251% DIFFERENCE | | 0.002 | 0.002 | 0.001 | 0.001 | 0.001 | 0.000 |
| 261% DIFFERENCE | | 0.97 | 0.81 | 0.68 | 0.54 | 0.39 | 0.27 |
| 271 COMPACT | | | | | | | |
| 291ALTERNATE | | 0.213 | 0.211 | 0.210 | 0.209 | 0.207 | 0.206 |
| 291BASELINE | | 0.212 | 0.210 | 0.209 | 0.208 | 0.206 | 0.205 |
| 311% DIFFERENCE | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 321% DIFFERENCE | | 0.63 | 0.59 | 0.56 | 0.53 | 0.50 | 0.47 |
| 331 MID-SIZE | | | | | | | |
| 351ALTERNATE | | 0.227 | 0.226 | 0.226 | 0.227 | 0.225 | 0.229 |
| 351BASELINE | | 0.227 | 0.226 | 0.226 | 0.227 | 0.226 | 0.229 |
| 371% DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 381% DIFFERENCE | | 0.00 | 0.02 | 0.03 | 0.04 | 0.05 | 0.06 |
| 391 FULL-SIZE | | | | | | | |
| 401ALTERNATE | | 0.275 | 0.280 | 0.284 | 0.289 | 0.297 | 0.290 |
| 421BASELINE | | 0.279 | 0.284 | 0.288 | 0.293 | 0.299 | 0.292 |
| 431% DIFFERENCE | | 0.005 | 0.004 | 0.004 | 0.003 | 0.003 | 0.002 |
| 441% DIFFERENCE | | 1.64 | 1.41 | 1.22 | 1.04 | 0.87 | 0.77 |
| 451 LUXURY | | | | | | | |
| 461ALTERNATE | | 0.095 | 0.096 | 0.096 | 0.097 | 0.098 | 0.099 |
| 461BASELINE | | 0.093 | 0.094 | 0.094 | 0.096 | 0.097 | 0.098 |
| 491% DIFFERENCE | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 501% DIFFERENCE | | 1.52 | 1.37 | 1.25 | 1.15 | 1.06 | 0.99 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|---------------------------------|----------------|--------|--------|--------|--------|--------|--------|
| NEW AUTOS FLEET M.P.G. (EPA) | | | | | | | |
| 1 | 11% ALTERNATE | 23.63 | 23.99 | 24.32 | 24.69 | 24.86 | 25.03 |
| 2 | 34% BASELINE | 23.62 | 23.98 | 24.32 | 24.69 | 24.86 | 25.03 |
| 3 | 41% DIFFERENCE | 0.01 | 0.00 | 0.00 | -0.00 | -0.00 | -0.00 |
| 4 | 51% DIFFERENCE | 0.03 | 0.02 | 0.01 | -0.00 | -0.01 | -0.02 |
| NEW DOMESTIC AUTOS M.P.G. | | | | | | | |
| 61 | 11% ALTERNATE | 23.01 | 23.35 | 23.69 | 24.05 | 24.21 | 24.37 |
| 62 | 34% BASELINE | 23.01 | 23.35 | 23.69 | 24.05 | 24.21 | 24.37 |
| 63 | 41% DIFFERENCE | 0.01 | 0.00 | 0.00 | -0.00 | -0.00 | -0.00 |
| 64 | 51% DIFFERENCE | 0.03 | 0.02 | 0.01 | 0.00 | -0.00 | -0.01 |
| NEW FOREIGN AUTOS M.P.G. | | | | | | | |
| 121 | 11% ALTERNATE | 29.55 | 30.03 | 30.30 | 30.74 | 30.95 | 31.15 |
| 122 | 34% BASELINE | 29.56 | 30.04 | 30.31 | 30.75 | 30.96 | 31.17 |
| 123 | 41% DIFFERENCE | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 |
| 124 | 51% DIFFERENCE | -0.03 | -0.03 | -0.03 | -0.04 | -0.04 | -0.04 |
| 20% SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 141 | 21% SUBCOMPACT | 0.177 | 0.178 | 0.178 | 0.180 | 0.181 | 0.181 |
| 142 | 23% ALTERNATE | 0.176 | 0.178 | 0.178 | 0.180 | 0.181 | 0.181 |
| 143 | 24% BASELINE | 0.000 | 0.000 | -0.000 | -0.000 | -0.000 | -0.001 |
| 144 | 25% DIFFERENCE | 0.16 | 0.04 | -0.06 | -0.16 | -0.24 | -0.32 |
| 145 | 26% DIFFERENCE | | | | | | |
| 146 | 27% COMPACT | 0.205 | 0.205 | 0.205 | 0.204 | 0.205 | 0.204 |
| 147 | 29% ALTERNATE | 0.205 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 148 | 30% BASELINE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 149 | 31% DIFFERENCE | 0.43 | 0.40 | 0.36 | 0.34 | 0.31 | 0.28 |
| 150 | 32% DIFFERENCE | | | | | | |
| 151 | 33% MID-SIZE | 0.231 | 0.233 | 0.234 | 0.236 | 0.235 | 0.237 |
| 152 | 35% ALTERNATE | 0.231 | 0.233 | 0.234 | 0.236 | 0.235 | 0.237 |
| 153 | 36% BASELINE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 154 | 37% DIFFERENCE | -0.07 | -0.07 | -0.08 | -0.08 | -0.08 | -0.08 |
| 155 | 38% DIFFERENCE | | | | | | |
| 156 | 39% FULL-SIZE | 0.287 | 0.284 | 0.281 | 0.277 | 0.276 | 0.275 |
| 157 | 41% ALTERNATE | 0.289 | 0.285 | 0.282 | 0.278 | 0.277 | 0.275 |
| 158 | 42% BASELINE | -0.002 | -0.002 | -0.001 | -0.001 | -0.001 | -0.001 |
| 159 | 43% DIFFERENCE | -0.66 | -0.56 | -0.46 | -0.37 | -0.29 | -0.22 |
| 160 | 44% DIFFERENCE | | | | | | |
| 161 | 45% LUXURY | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 | 0.105 |
| 162 | 47% ALTERNATE | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 |
| 163 | 48% BASELINE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 164 | 49% DIFFERENCE | 0.92 | 0.87 | 0.83 | 0.80 | 0.78 | 0.76 |
| 165 | 50% DIFFERENCE | | | | | | |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|----------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | 1100 AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 2 | 1100 ALTERNATE | 25.18 | 25.32 | 25.47 | 25.61 | 25.75 | 25.90 |
| 3 | 1100 BASELINE | 25.18 | 25.33 | 25.48 | 25.62 | 25.76 | 25.92 |
| 4 | 1100 DIFFERENCE | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 | -0.02 |
| 5 | 1100 % DIFFERENCE | -0.02 | -0.03 | -0.04 | -0.05 | -0.06 | -0.06 |
| 6 | 1100 NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 7 | 1100 ALTERNATE | 24.51 | 24.66 | 24.81 | 24.95 | 25.09 | 25.24 |
| 8 | 1100 BASELINE | 24.52 | 24.66 | 24.81 | 24.96 | 25.10 | 25.25 |
| 9 | 1100 DIFFERENCE | -0.00 | -0.00 | -0.01 | -0.01 | -0.01 | -0.01 |
| 10 | 1100 % DIFFERENCE | -0.01 | -0.02 | -0.03 | -0.03 | -0.04 | -0.05 |
| 11 | 1100 NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 12 | 1100 ALTERNATE | 31.35 | 31.55 | 31.75 | 31.94 | 32.13 | 32.33 |
| 13 | 1100 BASELINE | 31.37 | 31.56 | 31.76 | 31.96 | 32.15 | 32.35 |
| 14 | 1100 DIFFERENCE | -0.01 | -0.02 | -0.02 | -0.02 | -0.02 | -0.02 |
| 15 | 1100 % DIFFERENCE | -0.05 | -0.05 | -0.05 | -0.06 | -0.06 | -0.07 |
| 16 | 1100 SHARE OF NEW REGISTRATIONS: | | | | | | |
| 17 | 1100 SUBCOMPACT | | | | | | |
| 18 | 1100 ALTERNATE | 0.180 | 0.178 | 0.178 | 0.175 | 0.173 | 0.172 |
| 19 | 1100 BASELINE | 0.181 | 0.179 | 0.179 | 0.176 | 0.174 | 0.173 |
| 20 | 1100 DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.002 |
| 21 | 1100 % DIFFERENCE | -0.41 | -0.50 | -0.59 | -0.69 | -0.79 | -0.89 |
| 22 | 1100 COMPACT | | | | | | |
| 23 | 1100 ALTERNATE | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 24 | 1100 BASELINE | 0.204 | 0.203 | 0.203 | 0.203 | 0.203 | 0.204 |
| 25 | 1100 DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 26 | 1100 % DIFFERENCE | 0.25 | 0.21 | 0.18 | 0.14 | 0.10 | 0.06 |
| 27 | 1100 MID-SIZE | | | | | | |
| 28 | 1100 ALTERNATE | 0.237 | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 |
| 29 | 1100 BASELINE | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 |
| 30 | 1100 DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 31 | 1100 % DIFFERENCE | -0.08 | -0.08 | -0.08 | -0.08 | -0.09 | -0.09 |
| 32 | 1100 FULL-SIZE | | | | | | |
| 33 | 1100 ALTERNATE | 0.273 | 0.273 | 0.273 | 0.274 | 0.275 | 0.275 |
| 34 | 1100 BASELINE | 0.273 | 0.273 | 0.273 | 0.274 | 0.274 | 0.274 |
| 35 | 1100 DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.001 | 0.001 |
| 36 | 1100 % DIFFERENCE | -0.13 | -0.04 | 0.05 | 0.15 | 0.25 | 0.36 |
| 37 | 1100 LUXURY | | | | | | |
| 38 | 1100 ALTERNATE | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 | 0.111 |
| 39 | 1100 BASELINE | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 40 | 1100 DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 41 | 1100 % DIFFERENCE | 0.74 | 0.72 | 0.69 | 0.66 | 0.63 | 0.59 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | ITEM | 1999 | 2000 |
|------|------------------------------|--------|--------|
| 11 | NEW AUTOS FLEET M.P.G. (EPA) | | |
| 21 | ALTERNATE | 26.04 | 26.19 |
| 31 | BASLINE | 26.06 | 26.21 |
| 41 | DIFFERENCE | -0.02 | -0.02 |
| 51 | % DIFFERENCE | -0.07 | -0.08 |
| 61 | | | |
| 71 | NEW DOMESTIC AUTOS M.P.G. | | |
| 81 | ALTERNATE | 25.38 | 25.53 |
| 91 | BASLINE | 25.39 | 25.54 |
| 101 | DIFFERENCE | -0.01 | -0.02 |
| 111 | % DIFFERENCE | -0.05 | -0.06 |
| 121 | | | |
| 131 | NEW FOREIGN AUTOS M.P.G. | | |
| 141 | ALTERNATE | 32.52 | 32.72 |
| 151 | BASLINE | 32.54 | 32.74 |
| 161 | DIFFERENCE | -0.02 | -0.02 |
| 171 | % DIFFERENCE | -0.07 | -0.07 |
| 181 | | | |
| 191 | | | |
| 201 | SHAPE OF NEW REGISTRATIONS: | | |
| 211 | | | |
| 221 | SUBCOMPACT | | |
| 231 | ALTERNATE | 0.170 | 0.168 |
| 241 | BASLINE | 0.172 | 0.170 |
| 251 | DIFFERENCE | -0.002 | -0.002 |
| 261 | % DIFFERENCE | -0.99 | -1.09 |
| 271 | | | |
| 281 | COMPACT | | |
| 291 | ALTERNATE | 0.204 | 0.204 |
| 301 | BASLINE | 0.204 | 0.204 |
| 311 | DIFFERENCE | 0.000 | -0.000 |
| 321 | % DIFFERENCE | 0.01 | -0.03 |
| 331 | | | |
| 341 | MID-SIZE | | |
| 351 | ALTERNATE | 0.238 | 0.239 |
| 361 | BASLINE | 0.238 | 0.239 |
| 371 | DIFFERENCE | -0.000 | -0.000 |
| 381 | % DIFFERENCE | -0.10 | -0.10 |
| 391 | | | |
| 401 | FULL-SIZE | | |
| 411 | ALTERNATE | 0.276 | 0.277 |
| 421 | BASLINE | 0.275 | 0.275 |
| 431 | DIFFERENCE | 0.001 | 0.002 |
| 441 | % DIFFERENCE | 0.47 | 0.57 |
| 451 | | | |
| 461 | LUXURY | | |
| 471 | ALTERNATE | 0.112 | 0.113 |
| 481 | BASLINE | 0.111 | 0.112 |
| 491 | DIFFERENCE | 0.001 | 0.001 |
| 501 | % DIFFERENCE | 0.56 | 0.52 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-----------------------------|-------------|-------|-------|--------|--------|--------|--------|
| 11 SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | SUBCOMPACTS | | | | | | |
| 31 | ALTERNATE | 0.232 | 0.210 | 0.199 | 0.199 | 0.199 | 0.199 |
| 41 | BASELINE | 0.232 | 0.210 | 0.201 | 0.200 | 0.199 | 0.199 |
| 51 | DIFFERENCE | 0.0 | 0.0 | -0.002 | -0.001 | -0.000 | 0.001 |
| 61 | DIFFERENCE | 0.0 | 0.0 | -1.05 | -0.54 | -0.03 | 0.36 |
| 71 | DIFFERENCE | | | | | | |
| 81 | COMPACTS | | | | | | |
| 91 | ALTERNATE | 0.198 | 0.193 | 0.184 | 0.179 | 0.186 | 0.192 |
| 101 | BASELINE | 0.198 | 0.193 | 0.185 | 0.180 | 0.186 | 0.191 |
| 111 | DIFFERENCE | 0.0 | 0.0 | -0.001 | -0.000 | 0.000 | 0.001 |
| 121 | DIFFERENCE | 0.0 | 0.0 | -0.40 | -0.11 | 0.14 | 0.33 |
| 131 | DIFFERENCE | | | | | | |
| 141 | MID-SIZE | | | | | | |
| 151 | ALTERNATE | 0.235 | 0.232 | 0.230 | 0.230 | 0.232 | 0.232 |
| 161 | BASELINE | 0.235 | 0.232 | 0.230 | 0.230 | 0.232 | 0.232 |
| 171 | DIFFERENCE | 0.0 | 0.0 | -0.000 | -0.000 | -0.000 | -0.000 |
| 181 | DIFFERENCE | 0.0 | 0.0 | -0.06 | -0.05 | -0.04 | -0.04 |
| 191 | DIFFERENCE | | | | | | |
| 201 | FULL SIZE | | | | | | |
| 211 | ALTERNATE | 0.245 | 0.275 | 0.296 | 0.300 | 0.292 | 0.284 |
| 221 | BASELINE | 0.245 | 0.275 | 0.294 | 0.299 | 0.293 | 0.286 |
| 231 | DIFFERENCE | 0.0 | 0.0 | 0.003 | 0.001 | -0.001 | -0.002 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.93 | 0.30 | -0.27 | -0.73 |
| 251 | DIFFERENCE | | | | | | |
| 261 | LUXURY | | | | | | |
| 271 | ALTERNATE | 0.090 | 0.090 | 0.090 | 0.091 | 0.092 | 0.093 |
| 281 | BASELINE | 0.090 | 0.090 | 0.090 | 0.090 | 0.091 | 0.092 |
| 291 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.000 | 0.001 | 0.001 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.29 | 0.54 | 0.77 | 0.94 |
| 311 | DIFFERENCE | | | | | | |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | I T F M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|-----------------------------|---------|--------|--------|--------|--------|--------|--------|
| 11 SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | | | | | | | |
| 31 SUBCOMPACTS | | | | | | | |
| 41ALTERNATE | | 0.194 | 0.191 | 0.188 | 0.183 | 0.178 | 0.179 |
| 51BASELINE | | 0.192 | 0.190 | 0.187 | 0.182 | 0.178 | 0.178 |
| 61DIFFERENCE | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 71% DIFFERENCE | | 0.57 | 0.51 | 0.46 | 0.41 | 0.35 | 0.30 |
| 81 | | | | | | | |
| 91 COMPACTS | | | | | | | |
| 101ALTERNATE | | 0.198 | 0.198 | 0.199 | 0.199 | 0.199 | 0.199 |
| 111BASELINE | | 0.197 | 0.198 | 0.198 | 0.198 | 0.198 | 0.198 |
| 121DIFFERENCE | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 131% DIFFERENCE | | 0.43 | 0.42 | 0.42 | 0.42 | 0.42 | 0.41 |
| 141 | | | | | | | |
| 151 MID-SIZE | | | | | | | |
| 161ALTERNATE | | 0.233 | 0.233 | 0.233 | 0.233 | 0.232 | 0.233 |
| 171BASELINE | | 0.233 | 0.233 | 0.233 | 0.233 | 0.232 | 0.233 |
| 181DIFFERENCE | | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 191% DIFFERENCE | | -0.04 | -0.04 | -0.04 | -0.04 | -0.04 | -0.04 |
| 201 | | | | | | | |
| 211 FULL SIZE | | | | | | | |
| 221ALTERNATE | | 0.281 | 0.282 | 0.285 | 0.288 | 0.294 | 0.291 |
| 231BASELINE | | 0.284 | 0.285 | 0.287 | 0.291 | 0.296 | 0.294 |
| 241DIFFERENCE | | -0.003 | -0.003 | -0.003 | -0.002 | -0.002 | -0.002 |
| 251% DIFFERENCE | | -0.99 | -0.94 | -0.90 | -0.84 | -0.78 | -0.76 |
| 261 | | | | | | | |
| 271 LUXURY | | | | | | | |
| 281ALTERNATE | | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 | 0.098 |
| 291BASELINE | | 0.093 | 0.094 | 0.095 | 0.096 | 0.097 | 0.097 |
| 301DIFFERENCE | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 311% DIFFERENCE | | 1.03 | 1.03 | 1.02 | 1.02 | 1.01 | 0.99 |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|----------------------------|--------------|--------|--------|--------|--------|--------|--------|
| 11SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | SURCOMPACTS | | | | | | |
| 31 | QUALTERNATE | | | | | | |
| 51 | BASELINE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | % DIFFERENCE | | | | | | |
| 81 | | 0.178 | 0.177 | 0.176 | 0.176 | 0.176 | 0.176 |
| | | 0.177 | 0.177 | 0.176 | 0.176 | 0.176 | 0.176 |
| | | 0.000 | 0.000 | 0.000 | 0.000 | -0.000 | -0.000 |
| | | 0.24 | 0.17 | 0.10 | 0.02 | -0.06 | -0.14 |
| 91 | COMPACTS | | | | | | |
| 101 | QUALTERNATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | % DIFFERENCE | | | | | | |
| 141 | | 0.199 | 0.199 | 0.199 | 0.199 | 0.200 | 0.199 |
| | | 0.198 | 0.198 | 0.199 | 0.199 | 0.199 | 0.199 |
| | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| | | 0.40 | 0.39 | 0.38 | 0.36 | 0.34 | 0.31 |
| 151 | MID-SIZE | | | | | | |
| 161 | QUALTERNATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | % DIFFERENCE | | | | | | |
| 201 | | 0.234 | 0.234 | 0.235 | 0.236 | 0.236 | 0.237 |
| | | 0.234 | 0.234 | 0.235 | 0.236 | 0.236 | 0.237 |
| | | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| | | -0.04 | -0.04 | -0.05 | -0.05 | -0.05 | -0.05 |
| 211 | FULL SIZE | | | | | | |
| 221 | QUALTERNATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | % DIFFERENCE | | | | | | |
| 261 | | 0.291 | 0.290 | 0.289 | 0.286 | 0.286 | 0.284 |
| | | 0.293 | 0.291 | 0.290 | 0.288 | 0.287 | 0.285 |
| | | -0.002 | -0.002 | -0.002 | -0.002 | -0.001 | -0.001 |
| | | -0.71 | -0.66 | -0.60 | -0.54 | -0.47 | -0.40 |
| 271 | LUXURY | | | | | | |
| 281 | QUALTERNATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | % DIFFERENCE | | | | | | |
| | | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 |
| | | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 |
| | | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| | | 0.98 | 0.96 | 0.94 | 0.91 | 0.89 | 0.86 |

TABLE 3.01 SHARPS BY SIZE CLASS

| TYPE | TYPE | SHARES OF DESIRED STOCK | | | | | TYPE | | | | |
|------|-------------------------|-------------------------|------|------|------|------|------|------|------|------|------|
| | | 1943 | 1944 | 1945 | 1946 | 1947 | 1948 | 1949 | 1950 | 1951 | 1952 |
| 11 | SHARES OF DESIRED STOCK | | | | | | | | | | |
| 21 | 11 SUBCOMPACTS | | | | | | | | | | |
| 31 | 41 ALTERNATE | | | | | | | | | | |
| 41 | 51 BASELINE | | | | | | | | | | |
| 51 | 61 DIFFERENCE | | | | | | | | | | |
| 61 | 71% DIFFERENCE | | | | | | | | | | |
| 71 | 81 COMPACTS | | | | | | | | | | |
| 81 | 91 ALTERNATE | | | | | | | | | | |
| 91 | 11 BASELINE | | | | | | | | | | |
| 101 | 121 DIFFERENCE | | | | | | | | | | |
| 111 | 131% DIFFERENCE | | | | | | | | | | |
| 121 | 141 MID-SIZE | | | | | | | | | | |
| 131 | 151 ALTERNATE | | | | | | | | | | |
| 141 | 161 BASELINE | | | | | | | | | | |
| 151 | 171 DIFFERENCE | | | | | | | | | | |
| 161 | 181% DIFFERENCE | | | | | | | | | | |
| 171 | 191 FULL SIZE | | | | | | | | | | |
| 181 | 211 ALTERNATE | | | | | | | | | | |
| 191 | 221 BASELINE | | | | | | | | | | |
| 201 | 231 DIFFERENCE | | | | | | | | | | |
| 211 | 241% DIFFERENCE | | | | | | | | | | |
| 221 | 251 LUXURY | | | | | | | | | | |
| 231 | 261 ALTERNATE | | | | | | | | | | |
| 241 | 271 BASELINE | | | | | | | | | | |
| 251 | 281 DIFFERENCE | | | | | | | | | | |
| 261 | 291% DIFFERENCE | | | | | | | | | | |
| 271 | 301 LUXURY | | | | | | | | | | |
| 281 | 311 ALTERNATE | | | | | | | | | | |
| 291 | 321 BASELINE | | | | | | | | | | |
| 301 | 331 DIFFERENCE | | | | | | | | | | |
| 311 | 341% DIFFERENCE | | | | | | | | | | |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | I T E M | 1999 | | 2000 | |
|------|----------------------------|-------|--------|-------|--------|
| | | ----- | | ----- | |
| 1 | 11SHARES OF DESIRED STOCK: | | | | |
| 2 | | | | | |
| 3 | 31 SURCOMPACTS | | | | |
| 4 | 41ALTERNATE | | 0,168 | | 0,166 |
| 5 | 51BASELINE | | 0,169 | | 0,168 |
| 6 | 61DIFFERENCE | | -0,001 | | -0,002 |
| 7 | 71% DIFFERENCE | | -0,80 | | -0,90 |
| 8 | | | | | |
| 9 | 91 COMPACTS | | | | |
| 10 | 101ALTERNATE | | 0,198 | | 0,198 |
| 11 | 11BASELINE | | 0,198 | | 0,198 |
| 12 | 121DIFFERENCE | | 0,000 | | 0,000 |
| 13 | 131% DIFFERENCE | | 0,07 | | 0,03 |
| 14 | | | | | |
| 15 | 151 MID-SIZE | | | | |
| 16 | 161ALTERNATE | | 0,240 | | 0,241 |
| 17 | 171BASELINE | | 0,240 | | 0,241 |
| 18 | 181DIFFERENCE | | -0,000 | | -0,000 |
| 19 | 191% DIFFERENCE | | -0,07 | | -0,08 |
| 20 | | | | | |
| 21 | 211 FULL SIZE | | | | |
| 22 | 221ALTERNATE | | 0,283 | | 0,283 |
| 23 | 231BASELINE | | 0,282 | | 0,282 |
| 24 | 241DIFFERENCE | | 0,001 | | 0,001 |
| 25 | 251% DIFFERENCE | | 0,24 | | 0,34 |
| 26 | | | | | |
| 27 | 271 LUXURY | | | | |
| 28 | 281ALTERNATE | | 0,111 | | 0,112 |
| 29 | 291BASELINE | | 0,110 | | 0,111 |
| 30 | 301DIFFERENCE | | 0,001 | | 0,001 |
| 31 | 311% DIFFERENCE | | 0,64 | | 0,61 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE MINIMUM PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.02 SHARES BY SIZE CLASS

| LINE | TYPE M | | | | | | | | | | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-----------------------------------|------------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|
| SHARES OF ACTUAL YEAR-END STOCKS: | | | | | | | | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | | | | | | | | | | | | |
| 31 | ALTERNATE | | | | | | | | | | | | | | | | |
| 51 | BASELINE | | | | | | | | | | | | | | | | |
| 61 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 71 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 81 | | | | | | | | | | | | | | | | | |
| 91 | COMPACT | | | | | | | | | | | | | | | | |
| TOTAL ALTERNATE | | | | | | | | | | | | | | | | | |
| 111 | BASELINE | | | | | | | | | | | | | | | | |
| 121 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 131 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 141 | | | | | | | | | | | | | | | | | |
| 151 | MID-SIZE | | | | | | | | | | | | | | | | |
| TOTAL ALTERNATE | | | | | | | | | | | | | | | | | |
| 171 | BASELINE | | | | | | | | | | | | | | | | |
| 181 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 191 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 201 | | | | | | | | | | | | | | | | | |
| 211 | FULL SIZE | | | | | | | | | | | | | | | | |
| TOTAL ALTERNATE | | | | | | | | | | | | | | | | | |
| 231 | BASELINE | | | | | | | | | | | | | | | | |
| 241 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 251 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 261 | | | | | | | | | | | | | | | | | |
| 271 | LUXURY | | | | | | | | | | | | | | | | |
| TOTAL ALTERNATE | | | | | | | | | | | | | | | | | |
| 291 | BASELINE | | | | | | | | | | | | | | | | |
| 301 | DIFFERENCE | | | | | | | | | | | | | | | | |
| 311 | DIFFERENCE | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|---------------------------------|--------|--------|--------|--------|--------|--------|
| 11 | SHARES OF ACTUAL VP-END STOCKS: | | | | | | |
| 21 | | | | | | | |
| 31 | SURCIMPACT | | | | | | |
| 41 | ALTERNATE | 0.209 | 0.208 | 0.206 | 0.202 | 0.198 | 0.194 |
| 51 | BASELINE | 0.209 | 0.208 | 0.205 | 0.202 | 0.197 | 0.194 |
| 61 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.001 | 0.001 |
| 71 | % DIFFERENCE | 0.03 | 0.10 | 0.16 | 0.22 | 0.27 | 0.31 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 0.192 | 0.195 | 0.198 | 0.200 | 0.202 | 0.203 |
| 111 | BASELINE | 0.192 | 0.195 | 0.197 | 0.199 | 0.201 | 0.202 |
| 121 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 |
| 131 | % DIFFERENCE | 0.11 | 0.16 | 0.21 | 0.25 | 0.29 | 0.33 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.234 | 0.234 | 0.233 | 0.232 | 0.231 | 0.230 |
| 171 | BASELINE | 0.234 | 0.234 | 0.233 | 0.232 | 0.231 | 0.230 |
| 181 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | -0.000 | -0.000 |
| 191 | % DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.00 | -0.01 | -0.01 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.274 | 0.272 | 0.271 | 0.273 | 0.276 | 0.278 |
| 231 | BASELINE | 0.275 | 0.273 | 0.273 | 0.274 | 0.278 | 0.280 |
| 241 | DIFFERENCE | -0.001 | -0.001 | -0.002 | -0.002 | -0.002 | -0.002 |
| 251 | % DIFFERENCE | -0.30 | -0.44 | -0.55 | -0.65 | -0.72 | -0.78 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.091 | 0.092 | 0.092 | 0.093 | 0.094 | 0.095 |
| 291 | BASELINE | 0.091 | 0.091 | 0.092 | 0.092 | 0.093 | 0.094 |
| 301 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 311 | % DIFFERENCE | 0.59 | 0.72 | 0.82 | 0.91 | 0.97 | 1.01 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | T I T L E | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------------------------------------|-----------------|--------|--------|--------|--------|--------|--------|
| 11 SHARES OF ACTUAL VR-FMD STOCKS: | | | | | | | |
| 21 | 11 SUBCOMPACT | | | | | | |
| | 11ALTERNATE | 0.191 | 0.188 | 0.185 | 0.184 | 0.182 | 0.181 |
| | 11BASELINE | 0.190 | 0.187 | 0.185 | 0.183 | 0.182 | 0.181 |
| | 11% DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.000 | 0.000 | 0.000 |
| | 71% DIFFERENCE | 0.33 | 0.33 | 0.31 | 0.26 | 0.19 | 0.12 |
| 41 | 91 COMPACT | | | | | | |
| | 91ALTERNATE | 0.204 | 0.205 | 0.205 | 0.205 | 0.206 | 0.205 |
| | 91BASELINE | 0.203 | 0.204 | 0.204 | 0.205 | 0.205 | 0.205 |
| | 91% DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| | 131% DIFFERENCE | 0.37 | 0.39 | 0.41 | 0.42 | 0.41 | 0.40 |
| 141 | 151 MID-SIZE | | | | | | |
| | 151ALTERNATE | 0.230 | 0.230 | 0.230 | 0.230 | 0.231 | 0.232 |
| | 151BASELINE | 0.230 | 0.230 | 0.230 | 0.230 | 0.231 | 0.232 |
| | 151% DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| | 191% DIFFERENCE | -0.02 | -0.03 | -0.04 | -0.04 | -0.05 | -0.05 |
| 201 | 211 FULL SIZE | | | | | | |
| | 211ALTERNATE | 0.280 | 0.282 | 0.282 | 0.282 | 0.282 | 0.282 |
| | 211BASELINE | 0.283 | 0.284 | 0.285 | 0.285 | 0.284 | 0.283 |
| | 211% DIFFERENCE | -0.002 | -0.002 | -0.002 | -0.002 | -0.002 | -0.002 |
| | 251% DIFFERENCE | -0.81 | -0.83 | -0.81 | -0.78 | -0.72 | -0.65 |
| 261 | 271 LUXURY | | | | | | |
| | 271ALTERNATE | 0.095 | 0.096 | 0.097 | 0.098 | 0.099 | 0.100 |
| | 271BASELINE | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 | 0.099 |
| | 301% DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| | 311% DIFFERENCE | 1.04 | 1.04 | 1.04 | 1.02 | 0.99 | 0.95 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 11 SHARES OF ACTUAL YEAR-END STOCKS | | | | | |
|------|-----------------|-------------------------------------|--------|--------|--------|--------|--------|
| | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
| 21 | SUBCOMPACT | | | | | | |
| 21A | INITIAL TERMITE | 0.180 | 0.180 | 0.179 | 0.179 | 0.178 | 0.177 |
| 21B | 5 YEAR SLIDE | 0.180 | 0.180 | 0.180 | 0.179 | 0.179 | 0.178 |
| 21C | 60 DIFFERENCE | 0.000 | -0.000 | -0.000 | -0.000 | -0.001 | -0.001 |
| 21D | 71% DIFFERENCE | 0.03 | -0.06 | -0.15 | -0.24 | -0.33 | -0.42 |
| 21E | 81 COMPACT | | | | | | |
| 21F | INITIAL TERMITE | 0.205 | 0.205 | 0.205 | 0.205 | 0.204 | 0.204 |
| 21G | 5 YEAR SLIDE | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 21H | 60 DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 |
| 21I | 71% DIFFERENCE | 0.38 | 0.35 | 0.33 | 0.30 | 0.27 | 0.23 |
| 21J | 81 MID-SIZE | | | | | | |
| 21K | INITIAL TERMITE | 0.233 | 0.234 | 0.234 | 0.235 | 0.236 | 0.236 |
| 21L | 5 YEAR SLIDE | 0.233 | 0.234 | 0.235 | 0.235 | 0.236 | 0.237 |
| 21M | 60 DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 21N | 71% DIFFERENCE | -0.06 | -0.06 | -0.07 | -0.07 | -0.08 | -0.08 |
| 21O | 81 FULL SIZE | | | | | | |
| 21P | INITIAL TERMITE | 0.281 | 0.279 | 0.278 | 0.277 | 0.277 | 0.276 |
| 21Q | 5 YEAR SLIDE | 0.282 | 0.281 | 0.279 | 0.278 | 0.277 | 0.276 |
| 21R | 60 DIFFERENCE | -0.002 | -0.001 | -0.001 | -0.001 | -0.001 | -0.000 |
| 21S | 71% DIFFERENCE | -0.57 | -0.48 | -0.39 | -0.30 | -0.21 | -0.11 |
| 21T | 81 LUXURY | | | | | | |
| 21U | INITIAL TERMITE | 0.101 | 0.102 | 0.103 | 0.104 | 0.105 | 0.106 |
| 21V | 5 YEAR SLIDE | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 | 0.105 |
| 21W | 60 DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 21X | 71% DIFFERENCE | 0.91 | 0.87 | 0.83 | 0.80 | 0.76 | 0.73 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1999 | 2000 |
|--------------------------------------|---------------|--------|--------|
| ISSUANCES OF ACTUAL YEAR-END STOCKS: | | | |
| 21 | SURCOMPACT | | |
| 22 | TOTAL TERMITE | 0.176 | 0.175 |
| 23 | BASELINE | 0.177 | 0.176 |
| 24 | DIFFERENCE | -0.001 | -0.001 |
| 25 | % DIFFERENCE | -0.51 | -0.61 |
| 26 | COMPACT | | |
| 27 | TOTAL TERMITE | 0.204 | 0.204 |
| 28 | BASELINE | 0.204 | 0.204 |
| 29 | DIFFERENCE | 0.000 | 0.000 |
| 30 | % DIFFERENCE | 0.20 | 0.16 |
| 31 | STD-SIZE | | |
| 32 | TOTAL TERMITE | 0.237 | 0.237 |
| 33 | BASELINE | 0.237 | 0.237 |
| 34 | DIFFERENCE | -0.000 | -0.000 |
| 35 | % DIFFERENCE | -0.08 | -0.08 |
| 36 | FULL SIZE | | |
| 37 | TOTAL TERMITE | 0.276 | 0.275 |
| 38 | BASELINE | 0.276 | 0.275 |
| 39 | DIFFERENCE | -0.000 | 0.000 |
| 40 | % DIFFERENCE | -0.02 | 0.08 |
| 41 | LUXURY | | |
| 42 | TOTAL TERMITE | 0.107 | 0.108 |
| 43 | BASELINE | 0.106 | 0.107 |
| 44 | DIFFERENCE | 0.001 | 0.001 |
| 45 | % DIFFERENCE | 0.70 | 0.67 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 WEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.03 SHARES BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--|-------------------------|--------|--------|--------|--------|--------|--------|
| 1 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | | | | | | | |
| 31 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 41 | ALTERNATE | 0.818 | 0.856 | 0.865 | 0.868 | 0.869 | 0.870 |
| 51 | BASELINE | 0.818 | 0.856 | 0.863 | 0.867 | 0.869 | 0.870 |
| 61 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.001 | -0.000 | -0.001 |
| 71 | DIFFERENCE | 0.0 | 0.0 | 0.021 | 0.09 | -0.003 | -0.010 |
| 41 DOMESTIC SHARE OF SUBCOMPACTS | | | | | | | |
| 91 | ALTERNATE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 101 | BASELINE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 DOMESTIC SHARE OF COMPACTS | | | | | | | |
| 161 | ALTERNATE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | BASELINE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 211 DOMESTIC SHARE OF LUXURY | | | | | | | |
| 221 | ALTERNATE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | BASELINE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--|---------------------------------|--------|--------|--------|--------|--------|--------|
| 1 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | 1 DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | 1.1 ALTERNATE | | | | | | |
| 41 | 1.1.1 BASELINE | 0.875 | 0.876 | 0.878 | 0.881 | 0.884 | 0.882 |
| 51 | 1.1.1.1 DIFFERENCE | 0.876 | 0.877 | 0.879 | 0.882 | 0.884 | 0.883 |
| 61 | 1.1.1.1.1 DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.000 |
| 71 | 1.1.1.1.1.1 DIFFERENCE | -0.14 | -0.12 | -0.10 | -0.08 | -0.06 | -0.05 |
| 81 | 1.1.1.1.1.1.1 DIFFERENCE | | | | | | |
| 91 | 1 DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 101 | 1.1 ALTERNATE | | | | | | |
| 111 | 1.1.1 BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | 1.1.1.1 DIFFERENCE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 131 | 1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | 1.1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | 1 DOMESTIC SHARE OF COMPACTS | | | | | | |
| 161 | 1.1 ALTERNATE | | | | | | |
| 171 | 1.1.1 BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | 1.1.1.1 DIFFERENCE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 191 | 1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | 1.1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 211 | 1 DOMESTIC SHARE OF LUXURY | | | | | | |
| 221 | 1.1 ALTERNATE | | | | | | |
| 231 | 1.1.1 BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | 1.1.1.1 DIFFERENCE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 251 | 1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | 1.1.1.1.1.1 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T F M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------------------------|-------------------------------|--------|--------|--------|--------|--------|--------|
| INDUSTRY SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | INDUSTRY SHARE OF TOTAL | | | | | | |
| 21 | ALTERNATE | 0.882 | 0.881 | 0.881 | 0.880 | 0.879 | 0.879 |
| 21 | BASISLINE | 0.882 | 0.881 | 0.881 | 0.880 | 0.879 | 0.879 |
| 21 | DIFFERENCE | -0.000 | -0.000 | -0.000 | 0.000 | 0.000 | 0.000 |
| 21 | 71% DIFFERENCE | -0.004 | -0.002 | -0.001 | 0.000 | 0.001 | 0.002 |
| 91 | INDUSTRY SHARE OF SUBCOMPACTS | | | | | | |
| 91 | ALTERNATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 91 | BASISLINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 91 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 | 71% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | INDUSTRY SHARE OF COMPACTS | | | | | | |
| 151 | ALTERNATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 151 | BASISLINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 151 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | 71% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | INDUSTRY SHARE OF LUXURY | | | | | | |
| 201 | ALTERNATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 201 | BASISLINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 201 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | 71% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - (CONTINUED)

| TYPE | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-------------------------------------|-------------------------|-------|-------|-------|-------|-------|-------|
| INDUSTRY SHARE OF NEW REGISTRATIONS | | | | | | | |
| 1 | INDUSTRY SHARE OF TOTAL | | | | | | |
| 11 | 11% DIFFERENCE | 0.880 | 0.880 | 0.880 | 0.882 | 0.883 | 0.883 |
| 12 | 12% DIFFERENCE | 0.879 | 0.880 | 0.880 | 0.881 | 0.882 | 0.882 |
| 13 | 13% DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 |
| 14 | 14% DIFFERENCE | 0.03 | 0.04 | 0.05 | 0.06 | 0.07 | 0.08 |
| INDUSTRY SHARE OF SUBCOMPACTS | | | | | | | |
| 15 | 15% DIFFERENCE | 0.480 | 0.480 | 0.480 | 0.480 | 0.480 | 0.480 |
| 16 | 16% DIFFERENCE | 0.480 | 0.480 | 0.480 | 0.480 | 0.480 | 0.480 |
| 17 | 17% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 18 | 18% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| INDUSTRY SHARE OF COMPACTS | | | | | | | |
| 19 | 19% DIFFERENCE | 0.930 | 0.930 | 0.930 | 0.930 | 0.930 | 0.930 |
| 20 | 20% DIFFERENCE | 0.930 | 0.930 | 0.930 | 0.930 | 0.930 | 0.930 |
| 21 | 21% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| INDUSTRY SHARE OF LUXURY | | | | | | | |
| 22 | 22% DIFFERENCE | 0.880 | 0.880 | 0.880 | 0.880 | 0.880 | 0.880 |
| 23 | 23% DIFFERENCE | 0.880 | 0.880 | 0.880 | 0.880 | 0.880 | 0.880 |
| 24 | 24% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 25 | 25% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1999 | | 2000 | |
|------|--------------------------------------|------|--------|------|--------|
| | | | | | |
| | DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | |
| 21 | | | | | |
| 31 | DOMESTIC SHARE OF TOTAL | | | | |
| 41 | ALTERNATE | | 0.884 | | 0.885 |
| 51 | BASELINE | | 0.883 | | 0.884 |
| 61 | DIFFERENCE | | 0.001 | | 0.001 |
| 71 | DIFFERENCE | | 0.004 | | 0.101 |
| 81 | | | | | |
| 91 | DOMESTIC SHARE OF SUBCOMPACTS | | | | |
| 101 | ALTERNATE | | 0.4800 | | 0.4800 |
| 111 | BASELINE | | 0.4800 | | 0.4800 |
| 121 | DIFFERENCE | | 0.0 | | 0.0 |
| 131 | DIFFERENCE | | 0.0 | | 0.0 |
| 141 | | | | | |
| 151 | DOMESTIC SHARE OF COMPACTS | | | | |
| 161 | ALTERNATE | | 0.9300 | | 0.9300 |
| 171 | BASELINE | | 0.9300 | | 0.9300 |
| 181 | DIFFERENCE | | 0.0 | | 0.0 |
| 191 | DIFFERENCE | | 0.0 | | 0.0 |
| 201 | | | | | |
| 211 | DOMESTIC SHARE OF LUXURY | | | | |
| 221 | ALTERNATE | | 0.8800 | | 0.8800 |
| 231 | BASELINE | | 0.8800 | | 0.8800 |
| 241 | DIFFERENCE | | 0.0 | | 0.0 |
| 251 | DIFFERENCE | | 0.0 | | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
KEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------------------|--------------|------|------|------|------|------|------|
| NEW REGISTRATIONS | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | MINI | | | | | | |
| 41 | INTERMEDIATE | | | | | | |
| 51 | BASELINE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | DIFFERENCE | | | | | | |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | INTERMEDIATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | DIFFERENCE | | | | | | |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | INTERMEDIATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | DIFFERENCE | | | | | | |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | INTERMEDIATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | DIFFERENCE | | | | | | |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | INTERMEDIATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | DIFFERENCE | | | | | | |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | TYPE REGISTRATION | 1981 | | | | | 1982 | | | | | 1983 | | | | | 1984 | | | | | 1985 | | | | | 1986 | | | | |
|------|------|-------------------|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | | 1981 | | | | | 1982 | | | | | 1983 | | | | | 1984 | | | | | 1985 | | | | | 1986 | | | | |
| 21 | | TYPE REGISTRATION | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | SURCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | BASELINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | COMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | BASELINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | 131% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | MID-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | BASELINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | 191% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | FULL SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | BASELINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | 251% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | BASELINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | 311% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | | | | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------|------------|--|--|--|--|--------|--------|--------|-------|-------|--------|
| NEW REGISTRATIONS: | | | | | | | | | | | |
| 21 | MILL AUTOS | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | 2,171 | 2,237 | 2,293 | 2,383 | 2,403 | 2,413 |
| 21 | MID-TERM | | | | | 2,167 | 2,230 | 2,286 | 2,378 | 2,401 | 2,415 |
| 21 | MID-TERM | | | | | 0,005 | 0,006 | 0,007 | 0,006 | 0,002 | -0,002 |
| 21 | MID-TERM | | | | | 0,22 | 0,28 | 0,29 | 0,24 | 0,10 | -0,10 |
| 21 | MILL AUTOS | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | 2,527 | 2,568 | 2,640 | 2,706 | 2,722 | 2,730 |
| 21 | MID-TERM | | | | | 2,515 | 2,551 | 2,621 | 2,686 | 2,705 | 2,716 |
| 21 | MID-TERM | | | | | 0,012 | 0,016 | 0,019 | 0,020 | 0,018 | 0,014 |
| 21 | MID-TERM | | | | | 0,49 | 0,64 | 0,72 | 0,73 | 0,65 | 0,50 |
| 21 | MILL AUTOS | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | 2,642 | 2,921 | 3,011 | 3,126 | 3,125 | 3,163 |
| 21 | MID-TERM | | | | | 2,842 | 2,916 | 3,003 | 3,117 | 3,117 | 3,159 |
| 21 | MID-TERM | | | | | -0,000 | 0,005 | 0,008 | 0,010 | 0,008 | 0,005 |
| 21 | MID-TERM | | | | | -0,01 | 0,17 | 0,28 | 0,32 | 0,26 | 0,14 |
| 21 | MILL AUTOS | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | 3,532 | 3,562 | 3,621 | 3,665 | 3,670 | 3,644 |
| 21 | MID-TERM | | | | | 3,554 | 3,573 | 3,625 | 3,664 | 3,668 | 3,644 |
| 21 | MID-TERM | | | | | -0,022 | -0,011 | -0,004 | 0,001 | 0,002 | 0,000 |
| 21 | MID-TERM | | | | | -0,61 | -0,32 | -0,10 | 0,02 | 0,04 | 0,00 |
| 21 | MILL AUTOS | | | | | | | | | | |
| 21 | LUXURY | | | | | 1,230 | 1,268 | 1,314 | 1,365 | 1,385 | 1,403 |
| 21 | MID-TERM | | | | | 1,218 | 1,254 | 1,299 | 1,349 | 1,370 | 1,390 |
| 21 | MID-TERM | | | | | 0,012 | 0,014 | 0,015 | 0,016 | 0,015 | 0,014 |
| 21 | MID-TERM | | | | | 0,98 | 1,11 | 1,19 | 1,19 | 1,12 | 0,98 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TYPE | 1993 | | | | | 1994 | | | | | 1995 | | | | | 1996 | | | | | 1997 | | | | | 1998 | | | | |
|------|----------------|--------------------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | NEW REGISTRATIONS: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 41 | SERIES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 51 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 71 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 81 | COMPACT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 101 | SERIES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 111 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 121 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 131 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | MID-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 161 | SERIES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 171 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 191 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 201 | FULL SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 221 | SERIES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 231 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 281 | SERIES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 291 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | 71% DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | TIME | 1999 | 2000 |
|-------------------|------------|--------|--------|
| NEW REGISTRATIONS | | | |
| 21 | MILL AUTOS | | |
| 31 | SUBCOMPACT | 2,369 | 2,352 |
| 41 | ALTERNATE | 2,493 | 2,377 |
| 51 | SERIALS | -0,024 | -0,025 |
| 61 | DIFFERENCE | -0,99 | -1,05 |
| 71 | DIFFERENCE | | |
| 81 | | | |
| 91 | COMPACT | 2,843 | 2,851 |
| 101 | TOTAL | 2,843 | 2,851 |
| 111 | SERIALS | 0,000 | 0,000 |
| 121 | DIFFERENCE | 0,01 | 0,01 |
| 131 | DIFFERENCE | | |
| 141 | | | |
| 151 | MID-SIZE | 3,315 | 3,346 |
| 161 | TOTAL | 3,315 | 3,346 |
| 171 | SERIALS | -0,003 | -0,002 |
| 181 | DIFFERENCE | -0,10 | -0,05 |
| 191 | DIFFERENCE | | |
| 201 | | | |
| 211 | FULL SIZE | 3,850 | 3,872 |
| 221 | ALTERNATE | 3,833 | 3,849 |
| 231 | SERIALS | 0,018 | 0,024 |
| 241 | DIFFERENCE | 0,46 | 0,62 |
| 251 | DIFFERENCE | | |
| 261 | | | |
| 271 | LUXURY | 1,562 | 1,582 |
| 281 | TOTAL | 1,554 | 1,573 |
| 291 | SERIALS | 0,009 | 0,009 |
| 301 | DIFFERENCE | 0,56 | 0,57 |
| 311 | DIFFERENCE | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 \$FFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE ANNUAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 5.05 STOCKS BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-----------------|----------------|--------|--------|--------|--------|--------|--------|
| INVESTED STOCKS | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | MILL AUTO | | | | | | |
| 41 | SURCOMPACT | 22,459 | 20,962 | 20,562 | 21,189 | 21,273 | 21,405 |
| 51 | 4441 TERMATE | 22,459 | 20,962 | 20,672 | 21,167 | 21,172 | 21,269 |
| 61 | SURBASELINE | 0,0 | 0,0 | -0,109 | 0,023 | 0,101 | 0,137 |
| 71 | 610 DIFFERENCE | 0,0 | 0,0 | -0,553 | 0,11 | 0,48 | 0,64 |
| 81 | 71% DIFFERENCE | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | MILL AUTO | | | | | | |
| 111 | SURCOMPACT | 19,120 | 19,315 | 18,993 | 19,058 | 19,907 | 20,641 |
| 121 | 4441 TERMATE | 19,120 | 19,315 | 18,968 | 18,957 | 19,778 | 20,516 |
| 131 | SURBASELINE | 0,0 | 0,0 | 0,025 | 0,101 | 0,129 | 0,126 |
| 141 | 610 DIFFERENCE | 0,0 | 0,0 | 0,13 | 0,54 | 0,65 | 0,61 |
| 151 | 71% DIFFERENCE | | | | | | |
| 161 | MID-SIZE | | | | | | |
| 171 | MILL AUTO | | | | | | |
| 181 | SURCOMPACT | 22,673 | 23,221 | 23,789 | 24,473 | 24,834 | 24,912 |
| 191 | 4441 TERMATE | 22,673 | 23,221 | 23,678 | 24,329 | 24,720 | 24,852 |
| 201 | SURBASELINE | 0,0 | 0,0 | 0,111 | 0,144 | 0,115 | 0,060 |
| 211 | 610 DIFFERENCE | 0,0 | 0,0 | 0,47 | 0,59 | 0,46 | 0,24 |
| 221 | 71% DIFFERENCE | | | | | | |
| 231 | FULL SIZE | | | | | | |
| 241 | MILL AUTO | | | | | | |
| 251 | SURCOMPACT | 23,684 | 27,510 | 30,609 | 31,913 | 31,260 | 30,488 |
| 261 | 4441 TERMATE | 23,684 | 27,510 | 30,168 | 31,612 | 31,187 | 30,626 |
| 271 | SURBASELINE | 0,0 | 0,0 | 0,442 | 0,301 | 0,073 | -0,138 |
| 281 | 610 DIFFERENCE | 0,0 | 0,0 | 1,46 | 0,95 | 0,23 | -0,45 |
| 291 | 71% DIFFERENCE | | | | | | |
| 301 | LUXURY | | | | | | |
| 311 | MILL AUTO | | | | | | |
| 321 | SURCOMPACT | 8,707 | 8,997 | 9,323 | 9,650 | 9,842 | 9,992 |
| 331 | 4441 TERMATE | 8,707 | 8,997 | 9,246 | 9,537 | 9,718 | 9,870 |
| 341 | SURBASELINE | 0,0 | 0,0 | 0,076 | 0,114 | 0,124 | 0,121 |
| 351 | 610 DIFFERENCE | 0,0 | 0,0 | 0,82 | 1,19 | 1,28 | 1,23 |
| 361 | 71% DIFFERENCE | | | | | | |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------------|------------|--------|--------|--------|--------|--------|--------|
| DESIRED STOCK | | | | | | | |
| 21 | | | | | | | |
| 31 | SMOOTH | 21,050 | 21,155 | 21,180 | 20,984 | 20,828 | 21,205 |
| 41 | ALTERNATE | 20,889 | 21,009 | 21,044 | 20,861 | 20,723 | 21,118 |
| 51 | RASSELITE | 0,161 | 0,146 | 0,134 | 0,123 | 0,105 | 0,087 |
| 61 | DIFFERENCE | 0,77 | 0,70 | 0,65 | 0,59 | 0,50 | 0,41 |
| 71 | DIFFERENCE | | | | | | |
| MILL AUTO | | | | | | | |
| 91 | COMPACT | 21,540 | 21,956 | 22,590 | 22,813 | 23,209 | 23,569 |
| 101 | ALTERNATE | 21,406 | 21,824 | 22,256 | 22,676 | 23,077 | 23,446 |
| 111 | RASSELITE | 0,134 | 0,132 | 0,135 | 0,137 | 0,132 | 0,124 |
| 121 | DIFFERENCE | 0,63 | 0,60 | 0,61 | 0,60 | 0,57 | 0,53 |
| 131 | DIFFERENCE | | | | | | |
| MILL AUTO | | | | | | | |
| 151 | MID-SIZE | 25,373 | 25,784 | 26,211 | 26,709 | 27,078 | 27,654 |
| 161 | ALTERNATE | 25,353 | 25,747 | 26,174 | 26,671 | 27,047 | 27,634 |
| 171 | RASSELITE | 0,040 | 0,036 | 0,037 | 0,038 | 0,031 | 0,020 |
| 181 | DIFFERENCE | 0,16 | 0,14 | 0,14 | 0,14 | 0,12 | 0,07 |
| 191 | DIFFERENCE | | | | | | |
| MILL AUTO | | | | | | | |
| 201 | FULL SIZE | 30,536 | 31,244 | 32,048 | 33,037 | 34,291 | 34,565 |
| 211 | ALTERNATE | 30,781 | 31,483 | 32,278 | 33,257 | 34,508 | 34,789 |
| 221 | RASSELITE | -0,245 | -0,239 | -0,230 | -0,220 | -0,217 | -0,224 |
| 231 | DIFFERENCE | -0,80 | -0,76 | -0,71 | -0,66 | -0,63 | -0,64 |
| 241 | DIFFERENCE | | | | | | |
| MILL AUTO | | | | | | | |
| 261 | LUXURY | 10,229 | 10,509 | 10,779 | 11,068 | 11,389 | 11,664 |
| 271 | ALTERNATE | 10,105 | 10,383 | 10,650 | 10,937 | 11,258 | 11,536 |
| 281 | RASSELITE | 0,125 | 0,126 | 0,129 | 0,131 | 0,131 | 0,128 |
| 291 | DIFFERENCE | 1,23 | 1,21 | 1,21 | 1,20 | 1,16 | 1,11 |
| 301 | DIFFERENCE | | | | | | |

TABLE 3.05 STOCKS BY SIZE CLASS

| TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------|--------|--------|--------|--------|--------|--------|
| UNDESIRABLE STOCKS | | | | | | |
| 21 SUBCOMPACT | | | | | | |
| 21 MILL AUTO | | | | | | |
| 41 ALTERNATE | 21,533 | 21,510 | 21,540 | 21,714 | 21,859 | 21,976 |
| 51 BASELINE | 21,269 | 21,469 | 21,521 | 21,715 | 21,872 | 22,002 |
| 61 DIFFERENCE | 0,064 | 0,041 | 0,020 | 0,002 | -0,013 | -0,026 |
| 71% DIFFERENCE | 0,30 | 0,19 | 0,09 | 0,01 | -0,06 | -0,12 |
| 81 | | | | | | |
| 91 COMPACT | | | | | | |
| 101 ALTERNATE | 23,907 | 24,134 | 24,387 | 24,531 | 24,756 | 24,931 |
| 111 BASELINE | 23,796 | 24,034 | 24,297 | 24,447 | 24,673 | 24,847 |
| 121 DIFFERENCE | 0,111 | 0,099 | 0,090 | 0,085 | 0,083 | 0,084 |
| 131% DIFFERENCE | 0,47 | 0,41 | 0,37 | 0,35 | 0,34 | 0,34 |
| 141 | | | | | | |
| 151 MID-SIZE | | | | | | |
| 161 ALTERNATE | 28,073 | 28,424 | 28,706 | 29,050 | 29,234 | 29,623 |
| 171 BASELINE | 28,067 | 28,430 | 28,720 | 29,067 | 29,249 | 29,632 |
| 181 DIFFERENCE | 0,006 | -0,006 | -0,014 | -0,017 | -0,015 | -0,008 |
| 191% DIFFERENCE | 0,02 | -0,02 | -0,05 | -0,06 | -0,05 | -0,03 |
| 201 | | | | | | |
| 211 FULL SIZE | | | | | | |
| 221 ALTERNATE | 34,934 | 35,136 | 35,283 | 35,224 | 35,420 | 35,445 |
| 231 BASELINE | 35,162 | 35,363 | 35,492 | 35,420 | 35,589 | 35,580 |
| 241 DIFFERENCE | -0,228 | -0,226 | -0,215 | -0,196 | -0,169 | -0,135 |
| 251% DIFFERENCE | -0,65 | -0,64 | -0,61 | -0,55 | -0,47 | -0,38 |
| 261 | | | | | | |
| 271 LUXURY | | | | | | |
| 281 ALTERNATE | 11,918 | 12,150 | 12,360 | 12,558 | 12,780 | 12,998 |
| 291 BASELINE | 11,795 | 12,032 | 12,246 | 12,446 | 12,667 | 12,884 |
| 301 DIFFERENCE | 0,123 | 0,118 | 0,114 | 0,112 | 0,113 | 0,114 |
| 311% DIFFERENCE | 1,04 | 0,98 | 0,93 | 0,90 | 0,89 | 0,89 |

TABLE 3.05 STOCKS BY SIZE CLASS

| T Y E M | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|----------------|------------|--------|--------|--------|--------|--------|--------|
| DESIRED STOCKS | | | | | | | |
| 21 | | | | | | | |
| 31 | SURCOMPACT | | | 22,132 | 22,058 | 22,045 | 22,051 |
| 41 | WATERMATE | 22,032 | 22,060 | | | | 22,190 |
| 51 | WATERMATE | 22,071 | 22,113 | 22,203 | 22,150 | 22,160 | -0,139 |
| 61 | DIFFERENCE | -0,039 | -0,054 | -0,072 | -0,092 | -0,115 | -0,613 |
| 71 | DIFFERENCE | -0,018 | -0,024 | -0,032 | -0,042 | -0,052 | |
| 81 | | | | | | | |
| 91 | COMPACT | | | 25,371 | 25,536 | 25,706 | 25,878 |
| 101 | WATERMATE | 25,078 | 25,225 | | | | 25,829 |
| 111 | WATERMATE | 24,993 | 25,142 | 25,292 | 25,465 | 25,645 | 0,049 |
| 121 | DIFFERENCE | 0,084 | 0,043 | 0,079 | 0,071 | 0,061 | 0,19 |
| 131 | DIFFERENCE | 0,34 | 0,33 | 0,31 | 0,28 | 0,24 | |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | 30,527 | 30,811 | 31,096 | 31,332 |
| 161 | WATERMATE | 29,928 | 30,231 | | | | 31,330 |
| 171 | WATERMATE | 29,929 | 30,226 | 30,518 | 30,803 | 31,090 | 0,002 |
| 181 | DIFFERENCE | -0,001 | 0,005 | 0,008 | 0,009 | 0,006 | 0,01 |
| 191 | DIFFERENCE | -0,000 | 0,002 | 0,003 | 0,003 | 0,002 | |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | 36,004 | 36,331 | 36,616 | 36,844 |
| 221 | WATERMATE | 35,639 | 35,843 | | | | 36,765 |
| 231 | WATERMATE | 35,737 | 35,903 | 36,026 | 36,318 | 36,570 | 0,078 |
| 241 | DIFFERENCE | -0,098 | -0,059 | -0,022 | 0,013 | 0,046 | 0,21 |
| 251 | DIFFERENCE | -0,27 | -0,17 | -0,06 | 0,04 | 0,13 | |
| 261 | | | | | | | |
| 271 | LUXURY | | | 13,678 | 13,915 | 14,153 | 14,378 |
| 281 | WATERMATE | 13,222 | 13,450 | | | | 14,271 |
| 291 | WATERMATE | 13,106 | 13,333 | 13,561 | 13,800 | 14,041 | 0,107 |
| 301 | DIFFERENCE | 0,116 | 0,117 | 0,117 | 0,115 | 0,112 | 0,75 |
| 311 | DIFFERENCE | 0,89 | 0,88 | 0,86 | 0,83 | 0,80 | |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | TYPE | 1999 | 2000 |
|--------------------|-----------|--------|--------|
| UNDESIRABLE STOCKS | | | |
| 21 | | | |
| 31 SUBCOMPACT | | | |
| 41 ALTERNATE | MILL AUTO | 22,017 | 21,922 |
| 51 BASELINE | | 22,179 | 22,109 |
| 61 DIFFERENCE | | -0,163 | -0,187 |
| 71% DIFFERENCE | | -0,173 | -0,184 |
| 81 | | | |
| 91 COMPACT | | | |
| 101 ALTERNATE | MILL AUTO | 26,039 | 26,138 |
| 111 BASELINE | | 26,003 | 26,116 |
| 121 DIFFERENCE | | 0,036 | 0,022 |
| 131% DIFFERENCE | | 0,14 | 0,08 |
| 141 | | | |
| 151 MID-SIZE | | | |
| 161 ALTERNATE | MILL AUTO | 31,537 | 31,811 |
| 171 BASELINE | | 31,540 | 31,819 |
| 181 DIFFERENCE | | -0,003 | -0,008 |
| 191% DIFFERENCE | | -0,01 | -0,02 |
| 201 | | | |
| 211 FULL SIZE | | | |
| 221 ALTERNATE | MILL AUTO | 37,092 | 37,302 |
| 231 BASELINE | | 36,981 | 37,157 |
| 241 DIFFERENCE | | 0,111 | 0,144 |
| 251% DIFFERENCE | | 0,30 | 0,39 |
| 261 | | | |
| 271 LUXURY | | | |
| 281 ALTERNATE | MILL AUTO | 14,594 | 14,799 |
| 291 BASELINE | | 14,491 | 14,702 |
| 301 DIFFERENCE | | 0,103 | 0,097 |
| 311% DIFFERENCE | | 0,71 | 0,66 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
VEFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.06 STOCKS BY SIZE CLASS

| LIFE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------------------------|--------------|------------|------|------|------|------|------|
| LIVE-AND ACTUAL STOCKS: | | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | | SUBCOMPACT | | | | | |
| 41 | | ALTERNATE | | | | | |
| 51 | | BASLINE | | | | | |
| 61 | | DIFFERENCE | | | | | |
| 71 | % DIFFERENCE | | | | | | |
| 81 | MILL AUTO | | | | | | |
| 91 | | COMPACT | | | | | |
| 101 | | ALTERNATE | | | | | |
| 111 | | BASLINE | | | | | |
| 121 | | DIFFERENCE | | | | | |
| 131 | % DIFFERENCE | | | | | | |
| 141 | MILL AUTO | | | | | | |
| 151 | | MID-SIZE | | | | | |
| 161 | | ALTERNATE | | | | | |
| 171 | | BASLINE | | | | | |
| 181 | | DIFFERENCE | | | | | |
| 191 | % DIFFERENCE | | | | | | |
| 201 | MILL AUTO | | | | | | |
| 211 | | FULL SIZE | | | | | |
| 221 | | ALTERNATE | | | | | |
| 231 | | BASLINE | | | | | |
| 241 | | DIFFERENCE | | | | | |
| 251 | % DIFFERENCE | | | | | | |
| 261 | MILL AUTO | | | | | | |
| 271 | | LUXURY | | | | | |
| 281 | | ALTERNATE | | | | | |
| 291 | | BASLINE | | | | | |
| 301 | | DIFFERENCE | | | | | |
| 311 | % DIFFERENCE | | | | | | |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------------------------|--------------------|--------|--------|--------|--------|--------|--------|
| YEAR-END ACTUAL STOCKS | | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 21 | SURCOMPACT | | | | | | |
| 21 | ALTERNATE | 22,688 | 22,994 | 23,150 | 23,158 | 23,102 | 23,036 |
| 21 | BASELINE | 22,637 | 22,930 | 23,071 | 23,065 | 23,004 | 22,939 |
| 21 | DIFFERENCE | 0,051 | 0,064 | 0,079 | 0,093 | 0,098 | 0,097 |
| 21 | 7 1/2% DIFFERENCE | 0,23 | 0,28 | 0,34 | 0,40 | 0,43 | 0,42 |
| 81 | MILL AUTO | | | | | | |
| 81 | COMPACT | | | | | | |
| 81 | ALTERNATE | 20,877 | 21,599 | 22,275 | 22,917 | 23,535 | 24,053 |
| 81 | BASELINE | 20,815 | 21,525 | 22,187 | 22,817 | 23,430 | 23,947 |
| 81 | DIFFERENCE | 0,064 | 0,074 | 0,087 | 0,099 | 0,105 | 0,107 |
| 81 | 13 1/2% DIFFERENCE | 0,31 | 0,34 | 0,39 | 0,43 | 0,45 | 0,45 |
| 141 | MILL AUTO | | | | | | |
| 141 | MID-SIZE | | | | | | |
| 141 | ALTERNATE | 25,413 | 25,840 | 26,238 | 26,622 | 27,006 | 27,344 |
| 141 | BASELINE | 25,360 | 25,790 | 26,188 | 26,573 | 26,965 | 27,316 |
| 141 | DIFFERENCE | 0,053 | 0,049 | 0,050 | 0,049 | 0,041 | 0,028 |
| 141 | 19 1/2% DIFFERENCE | 0,21 | 0,19 | 0,19 | 0,18 | 0,15 | 0,10 |
| 201 | MILL AUTO | | | | | | |
| 201 | FULL SIZE | | | | | | |
| 201 | ALTERNATE | 29,836 | 30,057 | 30,540 | 31,249 | 32,198 | 33,006 |
| 201 | BASELINE | 29,868 | 30,135 | 30,653 | 31,396 | 32,382 | 33,226 |
| 201 | DIFFERENCE | -0,031 | -0,078 | -0,113 | -0,147 | -0,184 | -0,221 |
| 201 | 25 1/2% DIFFERENCE | -0,10 | -0,26 | -0,37 | -0,47 | -0,57 | -0,66 |
| 261 | MILL AUTO | | | | | | |
| 261 | LUXURY | | | | | | |
| 261 | ALTERNATE | 9,913 | 10,156 | 10,405 | 10,666 | 10,953 | 11,218 |
| 261 | BASELINE | 9,816 | 10,066 | 10,301 | 10,551 | 10,832 | 11,094 |
| 261 | DIFFERENCE | 0,078 | 0,091 | 0,104 | 0,115 | 0,122 | 0,125 |
| 261 | 31 1/2% DIFFERENCE | 0,79 | 0,90 | 1,01 | 1,09 | 1,12 | 1,12 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| TYPE | I T F W | 11 YEAR-END ACTUAL STOCKS: | | 1987 | | | | | 1991 | | | | | 1992 | | | | |
|------|---------|----------------------------|-----------|--------|--------|--------|--------|--------|--------|------|------|------|------|------|------|------|------|------|
| | | | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1991 | 1992 | 1991 | 1992 | 1991 | 1992 | 1991 | 1992 | 1992 |
| 21 | | 11 YEAR-END ACTUAL STOCKS: | | | | | | | | | | | | | | | | |
| 31 | | SUBCOMPACT | | | | | | | | | | | | | | | | |
| 41 | | ALTERNATE | WILL AUTO | 22,928 | 22,809 | 22,676 | 22,589 | 22,595 | 22,639 | | | | | | | | | |
| 51 | | BASFLINE | | 22,838 | 22,729 | 22,608 | 22,534 | 22,552 | 22,607 | | | | | | | | | |
| 61 | | DIFFERENCE | | 0,090 | 0,080 | 0,068 | 0,056 | 0,043 | 0,032 | | | | | | | | | |
| 71 | | DIFFERENCE | | 0,39 | 0,35 | 0,30 | 0,25 | 0,19 | 0,14 | | | | | | | | | |
| 81 | | COMPACT | | | | | | | | | | | | | | | | |
| 91 | | ALTERNATE | WILL AUTO | 24,482 | 24,418 | 25,085 | 25,285 | 25,492 | 25,674 | | | | | | | | | |
| 101 | | BASFLINE | | 24,377 | 24,715 | 24,983 | 25,183 | 25,389 | 25,567 | | | | | | | | | |
| 111 | | DIFFERENCE | | 6,105 | 0,103 | 0,102 | 0,102 | 0,104 | 0,107 | | | | | | | | | |
| 121 | | DIFFERENCE | | 0,43 | 0,42 | 0,41 | 0,40 | 0,41 | 0,42 | | | | | | | | | |
| 131 | | MID-SIZE | | | | | | | | | | | | | | | | |
| 141 | | ALTERNATE | WILL AUTO | 27,623 | 27,873 | 28,100 | 28,354 | 28,646 | 28,964 | | | | | | | | | |
| 151 | | BASFLINE | | 27,612 | 27,875 | 28,112 | 28,370 | 28,661 | 28,973 | | | | | | | | | |
| 161 | | DIFFERENCE | | 0,012 | -0,002 | -0,012 | -0,016 | -0,014 | -0,009 | | | | | | | | | |
| 171 | | DIFFERENCE | | 0,04 | -0,01 | -0,04 | -0,06 | -0,05 | -0,03 | | | | | | | | | |
| 181 | | FULL SIZE | | | | | | | | | | | | | | | | |
| 191 | | ALTERNATE | WILL AUTO | 33,673 | 34,173 | 34,531 | 34,767 | 35,015 | 35,182 | | | | | | | | | |
| 201 | | BASFLINE | | 33,927 | 34,451 | 34,816 | 35,043 | 35,269 | 35,403 | | | | | | | | | |
| 211 | | DIFFERENCE | | -0,255 | -0,278 | -0,285 | -0,276 | -0,254 | -0,221 | | | | | | | | | |
| 221 | | DIFFERENCE | | -0,75 | -0,81 | -0,82 | -0,79 | -0,72 | -0,62 | | | | | | | | | |
| 231 | | LUXURY | | | | | | | | | | | | | | | | |
| 241 | | ALTERNATE | WILL AUTO | 11,459 | 11,680 | 11,884 | 12,082 | 12,300 | 12,515 | | | | | | | | | |
| 251 | | BASFLINE | | 11,335 | 11,557 | 11,762 | 11,962 | 12,160 | 12,394 | | | | | | | | | |
| 261 | | DIFFERENCE | | 0,125 | 0,123 | 0,122 | 0,120 | 0,120 | 0,121 | | | | | | | | | |
| 271 | | DIFFERENCE | | 1,10 | 1,07 | 1,03 | 1,00 | 0,98 | 0,97 | | | | | | | | | |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | T Y P E M | | | | | | | | | | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|---------------------------|-----------------|--|--|--|--|--|--|--|--|--|--|--------|--------|--------|--------|--------|--------|
| LIVFAR-END ACTUAL STOCKS: | | | | | | | | | | | | | | | | | |
| 21 | MILL AUTO | | | | | | | | | | | | | | | | |
| 31 | SURCOMPACT | | | | | | | | | | | 22,714 | 22,803 | 22,907 | 22,996 | 23,076 | 23,124 |
| 41 | ALTERNATE | | | | | | | | | | | 22,696 | 22,799 | 22,921 | 23,030 | 23,132 | 23,204 |
| 51 | BASELINE | | | | | | | | | | | 0,019 | 0,004 | -0,014 | -0,034 | -0,056 | -0,080 |
| 61 | DIFFERENCE | | | | | | | | | | | 0,008 | 0,002 | -0,006 | -0,015 | -0,024 | -0,031 |
| 71 | 151% DIFFERENCE | | | | | | | | | | | | | | | | |
| 81 | COMPACT | | | | | | | | | | | | | | | | |
| 91 | MILL AUTO | | | | | | | | | | | | | | | | |
| 101 | ALTERNATE | | | | | | | | | | | 25,842 | 25,999 | 26,152 | 26,315 | 26,489 | 26,649 |
| 111 | BASELINE | | | | | | | | | | | 25,733 | 25,889 | 26,045 | 26,214 | 26,396 | 26,566 |
| 121 | DIFFERENCE | | | | | | | | | | | 0,110 | 0,110 | 0,108 | 0,102 | 0,093 | 0,082 |
| 131 | 151% DIFFERENCE | | | | | | | | | | | 0,43 | 0,43 | 0,41 | 0,39 | 0,35 | 0,31 |
| 141 | MID-SIZE | | | | | | | | | | | | | | | | |
| 151 | MILL AUTO | | | | | | | | | | | | | | | | |
| 161 | ALTERNATE | | | | | | | | | | | 29,288 | 29,612 | 29,930 | 30,251 | 30,561 | 30,837 |
| 171 | BASELINE | | | | | | | | | | | 29,291 | 29,609 | 29,925 | 30,246 | 30,558 | 30,838 |
| 181 | DIFFERENCE | | | | | | | | | | | -0,003 | 0,002 | 0,005 | 0,005 | 0,003 | -0,001 |
| 191 | 151% DIFFERENCE | | | | | | | | | | | -0,01 | 0,01 | 0,02 | 0,02 | 0,01 | -0,00 |
| 201 | FULL SIZE | | | | | | | | | | | | | | | | |
| 211 | MILL AUTO | | | | | | | | | | | | | | | | |
| 221 | ALTERNATE | | | | | | | | | | | 35,322 | 35,401 | 35,546 | 35,686 | 35,855 | 36,014 |
| 231 | BASELINE | | | | | | | | | | | 35,505 | 35,587 | 35,655 | 35,761 | 35,899 | 36,028 |
| 241 | DIFFERENCE | | | | | | | | | | | -0,184 | -0,146 | -0,109 | -0,075 | -0,044 | -0,014 |
| 251 | 151% DIFFERENCE | | | | | | | | | | | -0,52 | -0,41 | -0,31 | -0,21 | -0,12 | -0,04 |
| 261 | LUXURY | | | | | | | | | | | | | | | | |
| 271 | MILL AUTO | | | | | | | | | | | | | | | | |
| 281 | ALTERNATE | | | | | | | | | | | 12,733 | 12,953 | 13,176 | 13,404 | 13,636 | 13,854 |
| 291 | BASELINE | | | | | | | | | | | 12,612 | 12,832 | 13,055 | 13,286 | 13,521 | 13,748 |
| 301 | DIFFERENCE | | | | | | | | | | | 0,121 | 0,121 | 0,120 | 0,118 | 0,111 | 0,111 |
| 311 | 151% DIFFERENCE | | | | | | | | | | | 0,96 | 0,94 | 0,92 | 0,89 | 0,85 | 0,81 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 ZEPHYRUS ROAD AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1975 | | | | | 1977 | | | | | 1978 | | | | | 1979 | | | | | 1980 | | | | |
|------|------------------------------------|--|--|--|--|--|-------|--|--|--|--|-------|--|--|--|--|-------|--|--|--|--|-------|--|--|--|--|
| | | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | | | | | | | | | | | | | | | | | | | |
| 11 | AVG NOMINAL CAP. COST PER MILE | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 | AVG REAL CAP. COST PER MILE | | | | | | | | | | | | | | | | | | | | | | | | | |
| 13 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | | | | | | | | | | | | | | | | | | | | |
| 14 | SUBCOMPACTS | | | | | | | | | | | | | | | | | | | | | | | | | |
| 15 | 151 TOTAL ALTERNATE | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | |
| 16 | 161 BASELINE | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | | 0.152 | | | | |
| 17 | 171 DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 18 | 181% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 19 | 191% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 20 | 201 COMPACTS | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | 211 TOTAL ALTERNATE | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | |
| 22 | 221 BASELINE | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | | 0.175 | | | | |
| 23 | 231 DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 24 | 241% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 25 | 251 MID-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | |
| 26 | 261 TOTAL ALTERNATE | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | |
| 27 | 271 BASELINE | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | | 0.198 | | | | |
| 28 | 281 DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 29 | 291% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 30 | 301 FULL SIZE | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | 311 TOTAL ALTERNATE | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | |
| 32 | 321 BASELINE | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | | 0.217 | | | | |
| 33 | 331 DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 34 | 341% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 35 | 351 LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | |
| 36 | 361 TOTAL ALTERNATE | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | |
| 37 | 371 BASELINE | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | | 0.281 | | | | |
| 38 | 381 DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |
| 39 | 391% DIFFERENCE | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | | 0.0 | | | | |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--|--------|--------|--------|--------|--------|--------|
| | AVG INITIAL CAP. COST PER MILE \$/MILE | | | | | | |
| 21A | ALTERNATE | 0.273 | 0.285 | 0.299 | 0.312 | 0.325 | 0.339 |
| 21B | BASELINE | 0.273 | 0.285 | 0.299 | 0.312 | 0.325 | 0.339 |
| 21C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21D | SIZE DIFFERENCE | 0.01 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| | AVG REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 21A | ALTERNATE | 0.155 | 0.155 | 0.155 | 0.156 | 0.156 | 0.157 |
| 21B | BASELINE | 0.155 | 0.155 | 0.155 | 0.156 | 0.156 | 0.157 |
| 21C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21D | SIZE DIFFERENCE | 0.01 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| | CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 141 | SUBCOMPACTS | | | | | | |
| 141A | ALTERNATE | 0.214 | 0.224 | 0.235 | 0.246 | 0.257 | 0.268 |
| 141B | BASELINE | 0.214 | 0.224 | 0.235 | 0.246 | 0.257 | 0.268 |
| 141C | DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 141D | SIZE DIFFERENCE | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 |
| 201 | COMPACTS | | | | | | |
| 201A | ALTERNATE | 0.244 | 0.255 | 0.267 | 0.279 | 0.291 | 0.304 |
| 201B | BASELINE | 0.244 | 0.255 | 0.267 | 0.279 | 0.291 | 0.304 |
| 201C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 201D | SIZE DIFFERENCE | 0.07 | 0.07 | 0.06 | 0.06 | 0.06 | 0.06 |
| 261 | MID-SIZE | | | | | | |
| 261A | ALTERNATE | 0.273 | 0.285 | 0.298 | 0.311 | 0.324 | 0.338 |
| 261B | BASELINE | 0.273 | 0.285 | 0.298 | 0.310 | 0.323 | 0.337 |
| 261C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 261D | SIZE DIFFERENCE | 0.04 | 0.04 | 0.03 | 0.03 | 0.03 | 0.03 |
| 321 | FULL SIZE | | | | | | |
| 321A | ALTERNATE | 0.296 | 0.309 | 0.323 | 0.336 | 0.349 | 0.364 |
| 321B | BASELINE | 0.296 | 0.309 | 0.323 | 0.336 | 0.349 | 0.364 |
| 321C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 321D | SIZE DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.02 | 0.02 | 0.02 |
| 381 | LUXURY | | | | | | |
| 381A | ALTERNATE | 0.384 | 0.400 | 0.418 | 0.435 | 0.452 | 0.471 |
| 381B | BASELINE | 0.384 | 0.400 | 0.418 | 0.435 | 0.452 | 0.471 |
| 381C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 381D | SIZE DIFFERENCE | 0.02 | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LIFE | I T F M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--|--------|--------|-------|-------|-------|-------|
| 11 | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 21 | ALTERNATE | 0.354 | 0.369 | 0.385 | 0.401 | 0.417 | 0.433 |
| 31 | BASELINE | 0.354 | 0.369 | 0.385 | 0.401 | 0.417 | 0.433 |
| 41 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 51 | % DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.04 | 0.04 | 0.04 |
| 61 | | | | | | | |
| 71 | AVG REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 81 | ALTERNATE | 0.158 | 0.159 | 0.159 | 0.160 | 0.161 | 0.162 |
| 91 | BASELINE | 0.158 | 0.159 | 0.159 | 0.160 | 0.161 | 0.162 |
| 101 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 111 | % DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.04 | 0.04 | 0.04 |
| 121 | | | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | |
| 141 | | | | | | | |
| 151 | SUBCOMPACTS | | | | | | |
| 161 | ALTERNATE | 0.279 | 0.291 | 0.303 | 0.316 | 0.328 | 0.341 |
| 171 | BASELINE | 0.279 | 0.291 | 0.303 | 0.316 | 0.328 | 0.341 |
| 181 | DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 191 | % DIFFERENCE | -0.00 | -0.00 | 0.00 | 0.00 | 0.01 | 0.01 |
| 201 | | | | | | | |
| 211 | COMPACTS | | | | | | |
| 221 | ALTERNATE | 0.317 | 0.330 | 0.345 | 0.359 | 0.374 | 0.388 |
| 231 | BASELINE | 0.317 | 0.330 | 0.344 | 0.359 | 0.374 | 0.388 |
| 241 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 251 | % DIFFERENCE | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.04 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 0.352 | 0.367 | 0.382 | 0.399 | 0.414 | 0.430 |
| 291 | BASELINE | 0.352 | 0.367 | 0.382 | 0.398 | 0.414 | 0.430 |
| 301 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | % DIFFERENCE | 0.03 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 0.380 | 0.396 | 0.413 | 0.430 | 0.447 | 0.464 |
| 351 | BASELINE | 0.380 | 0.396 | 0.412 | 0.430 | 0.447 | 0.464 |
| 361 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 371 | % DIFFERENCE | 0.02 | 0.02 | 0.02 | 0.01 | 0.01 | 0.01 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 0.491 | 0.512 | 0.533 | 0.556 | 0.577 | 0.599 |
| 411 | BASELINE | 0.491 | 0.511 | 0.533 | 0.556 | 0.577 | 0.599 |
| 421 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 431 | % DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1972 \$/MILE | 1972 \$/MILE | | | | | 1972 \$/MILE | | | | |
|------|--|--------------|--------------|-------|-------|-------|-------|--------------|-------|-------|-------|-------|
| | | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 |
| 1 | AVG. INITIAL CAP. COST PER MILE | | | | | | | | | | | |
| 2 | 16' ALTERNATE | | 0.450 | 0.468 | 0.486 | 0.505 | 0.524 | 0.544 | 0.564 | 0.584 | 0.604 | 0.624 |
| 3 | 16' BASELINE | | 0.450 | 0.467 | 0.486 | 0.504 | 0.524 | 0.544 | 0.564 | 0.584 | 0.604 | 0.624 |
| 4 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 5 | 51% DIFFERENCE | | 0.05 | 0.05 | 0.06 | 0.06 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 |
| 6 | AVG. REAL CAP. COST PER MILE | | | | | | | | | | | |
| 7 | 16' ALTERNATE | | 0.163 | 0.165 | 0.166 | 0.167 | 0.168 | 0.169 | 0.169 | 0.169 | 0.169 | 0.169 |
| 8 | 16' BASELINE | | 0.163 | 0.165 | 0.166 | 0.167 | 0.168 | 0.169 | 0.169 | 0.169 | 0.169 | 0.169 |
| 9 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 10 | 11% DIFFERENCE | | 0.05 | 0.05 | 0.06 | 0.06 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 | 0.07 |
| 11 | AVG. CAPITALIZED COST PER MILE BY SIZE | | | | | | | | | | | |
| 12 | 16' COMPACTS | | | | | | | | | | | |
| 13 | 16' ALTERNATE | | 0.354 | 0.367 | 0.381 | 0.395 | 0.410 | 0.426 | 0.442 | 0.458 | 0.474 | 0.490 |
| 14 | 16' BASELINE | | 0.353 | 0.367 | 0.381 | 0.395 | 0.410 | 0.426 | 0.442 | 0.458 | 0.474 | 0.490 |
| 15 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 16 | 19% DIFFERENCE | | 0.01 | 0.02 | 0.02 | 0.02 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| 17 | AVG. CAPITALIZED COST PER MILE BY SIZE | | | | | | | | | | | |
| 18 | 21' COMPACTS | | | | | | | | | | | |
| 19 | 21' ALTERNATE | | 0.403 | 0.419 | 0.435 | 0.452 | 0.469 | 0.487 | 0.505 | 0.523 | 0.541 | 0.559 |
| 20 | 21' BASELINE | | 0.403 | 0.419 | 0.435 | 0.452 | 0.469 | 0.487 | 0.505 | 0.523 | 0.541 | 0.559 |
| 21 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 22 | 19% DIFFERENCE | | 0.04 | 0.04 | 0.04 | 0.04 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| 23 | AVG. CAPITALIZED COST PER MILE BY SIZE | | | | | | | | | | | |
| 24 | 27' MID-SIZE | | | | | | | | | | | |
| 25 | 27' ALTERNATE | | 0.447 | 0.464 | 0.482 | 0.500 | 0.519 | 0.538 | 0.557 | 0.576 | 0.595 | 0.614 |
| 26 | 27' BASELINE | | 0.447 | 0.464 | 0.482 | 0.500 | 0.519 | 0.538 | 0.557 | 0.576 | 0.595 | 0.614 |
| 27 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 28 | 19% DIFFERENCE | | 0.02 | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 29 | AVG. CAPITALIZED COST PER MILE BY SIZE | | | | | | | | | | | |
| 30 | 33' FULL SIZE | | | | | | | | | | | |
| 31 | 33' ALTERNATE | | 0.482 | 0.500 | 0.519 | 0.539 | 0.559 | 0.580 | 0.600 | 0.620 | 0.640 | 0.660 |
| 32 | 33' BASELINE | | 0.482 | 0.500 | 0.519 | 0.539 | 0.559 | 0.580 | 0.600 | 0.620 | 0.640 | 0.660 |
| 33 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 34 | 19% DIFFERENCE | | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 35 | AVG. CAPITALIZED COST PER MILE BY SIZE | | | | | | | | | | | |
| 36 | 40' LUXURY | | | | | | | | | | | |
| 37 | 40' ALTERNATE | | 0.622 | 0.646 | 0.671 | 0.696 | 0.722 | 0.750 | 0.776 | 0.802 | 0.828 | 0.854 |
| 38 | 40' BASELINE | | 0.622 | 0.646 | 0.671 | 0.696 | 0.722 | 0.750 | 0.776 | 0.802 | 0.828 | 0.854 |
| 39 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 40 | 45% DIFFERENCE | | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1999 | | 2000 | |
|------|------------------------------------|---------|--|---------|--|
| | | \$/MILE | | \$/MILE | |
| 11 | AVG NORMAL CAP. COST PER MILE | | | | |
| 21 | ALTERNATE | 0.565 | | 0.587 | |
| 31 | BASELINE | 0.565 | | 0.587 | |
| 41 | DIFFERENCE | 0.000 | | 0.000 | |
| 51 | % DIFFERENCE | 0.07 | | 0.08 | |
| 61 | | | | | |
| 71 | AVG REAL CAP. COST PER MILE | | | | |
| 81 | ALTERNATE | 0.170 | | 0.171 | |
| 91 | BASELINE | 0.170 | | 0.171 | |
| 101 | DIFFERENCE | 0.000 | | 0.000 | |
| 111 | % DIFFERENCE | 0.07 | | 0.08 | |
| 121 | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE: | | | | |
| 141 | | | | | |
| 151 | SUBCOMPACTS | | | | |
| 161 | ALTERNATE | 0.442 | | 0.459 | |
| 171 | BASELINE | 0.442 | | 0.459 | |
| 181 | DIFFERENCE | 0.000 | | 0.000 | |
| 191 | % DIFFERENCE | 0.03 | | 0.04 | |
| 201 | | | | | |
| 211 | COMPACTS | | | | |
| 221 | ALTERNATE | 0.506 | | 0.525 | |
| 231 | BASELINE | 0.506 | | 0.525 | |
| 241 | DIFFERENCE | 0.000 | | 0.000 | |
| 251 | % DIFFERENCE | 0.03 | | 0.03 | |
| 261 | | | | | |
| 271 | MID-SIZE | | | | |
| 281 | ALTERNATE | 0.559 | | 0.580 | |
| 291 | BASELINE | 0.559 | | 0.580 | |
| 301 | DIFFERENCE | 0.000 | | 0.000 | |
| 311 | % DIFFERENCE | 0.01 | | 0.01 | |
| 321 | | | | | |
| 331 | FULL SIZE | | | | |
| 341 | ALTERNATE | 0.602 | | 0.625 | |
| 351 | BASELINE | 0.602 | | 0.624 | |
| 361 | DIFFERENCE | 0.000 | | 0.000 | |
| 371 | % DIFFERENCE | 0.01 | | 0.01 | |
| 381 | | | | | |
| 391 | LUXURY | | | | |
| 401 | ALTERNATE | 0.778 | | 0.807 | |
| 411 | BASELINE | 0.778 | | 0.807 | |
| 421 | DIFFERENCE | 0.000 | | 0.000 | |
| 431 | % DIFFERENCE | 0.00 | | 0.00 | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
NAPA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NETUAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.03 CAPITALIZED COSTS PER MILE

| L I F E | | I T E M | | | | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|---------|---------------------|---|--|--|--|--|-------|-------|-------|-------|-------|-------|
| | | L I C A P . C O S T P E R M I L E B Y F O R D O M : | | | | | | | | | | |
| 21 | TOTAL DOMESTIC | \$/MIL | | | | | | | | | | |
| 211 | TOTAL TERRESTRIAL | | | | | | | | | | | |
| 2111 | BASELINE | | | | | | 0.196 | 0.208 | 0.221 | 0.236 | 0.250 | 0.264 |
| 21111 | DIFFERENCE | | | | | | 0.00 | 0.208 | 0.221 | 0.236 | 0.250 | 0.264 |
| 21112 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21113 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.13 | 0.10 | 0.06 | 0.03 |
| 212 | TOTAL FOREIGN | | | | | | | | | | | |
| 2121 | TOTAL TERRESTRIAL | | | | | | 0.165 | 0.179 | 0.189 | 0.201 | 0.216 | 0.230 |
| 21211 | BASELINE | | | | | | 0.165 | 0.179 | 0.189 | 0.201 | 0.216 | 0.230 |
| 21212 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21213 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.18 | 0.15 | 0.11 | 0.07 |
| 213 | DOMESTIC SUBCOMPACT | | | | | | | | | | | |
| 2131 | TOTAL TERRESTRIAL | | | | | | 0.153 | 0.162 | 0.171 | 0.183 | 0.194 | 0.205 |
| 21311 | BASELINE | | | | | | 0.153 | 0.162 | 0.171 | 0.183 | 0.194 | 0.205 |
| 21312 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21313 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.02 | 0.02 | 0.01 | 0.00 |
| 214 | FOREIGN SUBCOMPACT | | | | | | | | | | | |
| 2141 | TOTAL TERRESTRIAL | | | | | | 0.151 | 0.160 | 0.169 | 0.179 | 0.191 | 0.203 |
| 21411 | BASELINE | | | | | | 0.151 | 0.160 | 0.169 | 0.179 | 0.191 | 0.203 |
| 21412 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21413 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.02 | 0.02 | 0.01 | 0.00 |
| 215 | DOMESTIC COMPACT | | | | | | | | | | | |
| 2151 | TOTAL TERRESTRIAL | | | | | | 0.174 | 0.182 | 0.193 | 0.206 | 0.219 | 0.231 |
| 21511 | BASELINE | | | | | | 0.174 | 0.182 | 0.193 | 0.206 | 0.219 | 0.231 |
| 21512 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21513 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.03 | 0.05 | 0.07 | 0.07 |
| 216 | FOREIGN COMPACT | | | | | | | | | | | |
| 2161 | TOTAL TERRESTRIAL | | | | | | 0.199 | 0.212 | 0.223 | 0.237 | 0.254 | 0.269 |
| 21611 | BASELINE | | | | | | 0.199 | 0.212 | 0.223 | 0.237 | 0.254 | 0.269 |
| 21612 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21613 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.03 | 0.05 | 0.06 | 0.06 |
| 217 | DOMESTIC LUXURY | | | | | | | | | | | |
| 2171 | TOTAL TERRESTRIAL | | | | | | 0.276 | 0.287 | 0.301 | 0.320 | 0.340 | 0.358 |
| 21711 | BASELINE | | | | | | 0.276 | 0.287 | 0.301 | 0.320 | 0.340 | 0.358 |
| 21712 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21713 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.01 | 0.02 | 0.02 | 0.02 |
| 218 | FOREIGN LUXURY | | | | | | | | | | | |
| 2181 | TOTAL TERRESTRIAL | | | | | | 0.318 | 0.343 | 0.359 | 0.384 | 0.411 | 0.437 |
| 21811 | BASELINE | | | | | | 0.318 | 0.343 | 0.359 | 0.384 | 0.411 | 0.437 |
| 21812 | DIFFERENCE | | | | | | 0.00 | 0.00 | 0.000 | 0.000 | 0.000 | 0.000 |
| 21813 | 7% DIFFERENCE | | | | | | 0.00 | 0.00 | 0.01 | 0.01 | 0.02 | 0.02 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | CAP. COST PER MILE BY FOR/DOM | | | | | | | | | | |
|------|---------------------------|-------------------------------|--------|--------|--------|--|--|--------|--------|--|--------|--|
| | | | 1981 | | | | | 1982 | | | | |
| | | \$/MIL | | | | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | | | | | | |
| 31 | ALTERNATE | | 0.276 | 0.289 | 0.303 | | | 0.316 | 0.329 | | 0.343 | |
| 41 | BASELINE | | 0.276 | 0.289 | 0.303 | | | 0.316 | 0.329 | | 0.343 | |
| 51 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 61 | DIFFERENCE | | 0.01 | 0.01 | 0.01 | | | 0.02 | 0.02 | | 0.02 | |
| 71 | DIFFERENCE | | | | | | | | | | | |
| 81 | TOTAL FOREIGN | | | | | | | | | | | |
| 91 | ALTERNATE | | 0.244 | 0.256 | 0.269 | | | 0.283 | 0.297 | | 0.309 | |
| 101 | BASELINE | | 0.244 | 0.256 | 0.269 | | | 0.283 | 0.296 | | 0.308 | |
| 111 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 121 | DIFFERENCE | | 0.04 | 0.04 | 0.05 | | | 0.05 | 0.06 | | 0.07 | |
| 131 | DIFFERENCE | | | | | | | | | | | |
| 141 | TOTAL DOMESTIC SUBCOMPACT | | | | | | | | | | | |
| 151 | ALTERNATE | | 0.215 | 0.225 | 0.236 | | | 0.247 | 0.258 | | 0.269 | |
| 161 | BASELINE | | 0.215 | 0.225 | 0.236 | | | 0.247 | 0.258 | | 0.269 | |
| 171 | DIFFERENCE | | -0.000 | -0.000 | -0.000 | | | -0.000 | -0.000 | | -0.000 | |
| 181 | DIFFERENCE | | -0.01 | -0.01 | -0.01 | | | -0.01 | -0.01 | | -0.01 | |
| 191 | DIFFERENCE | | | | | | | | | | | |
| 201 | TOTAL FOREIGN SUBCOMPACT | | | | | | | | | | | |
| 211 | ALTERNATE | | 0.213 | 0.223 | 0.234 | | | 0.245 | 0.256 | | 0.266 | |
| 221 | BASELINE | | 0.213 | 0.223 | 0.234 | | | 0.245 | 0.256 | | 0.266 | |
| 231 | DIFFERENCE | | -0.000 | -0.000 | -0.000 | | | -0.000 | -0.000 | | -0.000 | |
| 241 | DIFFERENCE | | -0.01 | -0.01 | -0.01 | | | -0.01 | -0.01 | | -0.01 | |
| 251 | DIFFERENCE | | | | | | | | | | | |
| 261 | TOTAL DOMESTIC COMPACT | | | | | | | | | | | |
| 271 | ALTERNATE | | 0.241 | 0.252 | 0.264 | | | 0.276 | 0.288 | | 0.300 | |
| 281 | BASELINE | | 0.241 | 0.252 | 0.264 | | | 0.275 | 0.287 | | 0.300 | |
| 291 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 301 | DIFFERENCE | | 0.07 | 0.07 | 0.06 | | | 0.06 | 0.06 | | 0.06 | |
| 311 | DIFFERENCE | | | | | | | | | | | |
| 321 | TOTAL FOREIGN COMPACT | | | | | | | | | | | |
| 331 | ALTERNATE | | 0.283 | 0.297 | 0.311 | | | 0.325 | 0.340 | | 0.354 | |
| 341 | BASELINE | | 0.283 | 0.297 | 0.311 | | | 0.325 | 0.339 | | 0.354 | |
| 351 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 361 | DIFFERENCE | | 0.06 | 0.06 | 0.05 | | | 0.05 | 0.05 | | 0.05 | |
| 371 | DIFFERENCE | | | | | | | | | | | |
| 381 | TOTAL DOMESTIC LUXURY | | | | | | | | | | | |
| 391 | ALTERNATE | | 0.374 | 0.389 | 0.406 | | | 0.422 | 0.438 | | 0.456 | |
| 401 | BASELINE | | 0.374 | 0.389 | 0.406 | | | 0.422 | 0.438 | | 0.456 | |
| 411 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 421 | DIFFERENCE | | 0.02 | 0.02 | 0.02 | | | 0.01 | 0.01 | | 0.01 | |
| 431 | DIFFERENCE | | | | | | | | | | | |
| 441 | TOTAL FOREIGN LUXURY | | | | | | | | | | | |
| 451 | ALTERNATE | | 0.460 | 0.482 | 0.506 | | | 0.530 | 0.555 | | 0.580 | |
| 461 | BASELINE | | 0.459 | 0.482 | 0.506 | | | 0.530 | 0.554 | | 0.580 | |
| 471 | DIFFERENCE | | 0.000 | 0.000 | 0.000 | | | 0.000 | 0.000 | | 0.000 | |
| 481 | DIFFERENCE | | 0.01 | 0.01 | 0.01 | | | 0.01 | 0.01 | | 0.01 | |
| 491 | DIFFERENCE | | | | | | | | | | | |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | TYPE | CAP, COST PER MILE BY FOR/DOM | | | | | | | | |
|------|---------------------|-------------------------------|--------|-------|-------|-------|-------|--|--|--|
| | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | | | |
| 21 | TOTAL DOMESTIC | | | | | | | | | |
| 21A | ALTERNATE | 0.358 | 0.373 | 0.389 | 0.405 | 0.421 | 0.438 | | | |
| 21B | BASELINE | 0.358 | 0.373 | 0.389 | 0.405 | 0.421 | 0.437 | | | |
| 21C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 21D | DIFFERENCE | 0.003 | 0.003 | 0.003 | 0.003 | 0.004 | 0.004 | | | |
| 81 | TOTAL FOREIGN | | | | | | | | | |
| 81A | ALTERNATE | 0.322 | 0.336 | 0.351 | 0.366 | 0.380 | 0.395 | | | |
| 81B | BASELINE | 0.322 | 0.336 | 0.350 | 0.365 | 0.380 | 0.394 | | | |
| 81C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 81D | DIFFERENCE | 0.008 | 0.009 | 0.010 | 0.011 | 0.012 | 0.013 | | | |
| 141 | DOMESTIC SUBCOMPACT | | | | | | | | | |
| 141A | ALTERNATE | 0.281 | 0.293 | 0.305 | 0.318 | 0.331 | 0.344 | | | |
| 141B | BASELINE | 0.281 | 0.293 | 0.305 | 0.318 | 0.331 | 0.344 | | | |
| 141C | DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 141D | DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.001 | 0.001 | | | |
| 201 | FOREIGN SUBCOMPACT | | | | | | | | | |
| 201A | ALTERNATE | 0.278 | 0.289 | 0.301 | 0.314 | 0.326 | 0.338 | | | |
| 201B | BASELINE | 0.278 | 0.289 | 0.301 | 0.314 | 0.326 | 0.338 | | | |
| 201C | DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 201D | DIFFERENCE | -0.000 | -0.000 | 0.000 | 0.000 | 0.001 | 0.001 | | | |
| 261 | DOMESTIC COMPACT | | | | | | | | | |
| 261A | ALTERNATE | 0.313 | 0.326 | 0.340 | 0.355 | 0.369 | 0.384 | | | |
| 261B | BASELINE | 0.313 | 0.326 | 0.340 | 0.355 | 0.369 | 0.383 | | | |
| 261C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 261D | DIFFERENCE | 0.005 | 0.005 | 0.005 | 0.005 | 0.005 | 0.004 | | | |
| 321 | FOREIGN COMPACT | | | | | | | | | |
| 321A | ALTERNATE | 0.369 | 0.385 | 0.401 | 0.419 | 0.435 | 0.452 | | | |
| 321B | BASELINE | 0.369 | 0.384 | 0.401 | 0.419 | 0.435 | 0.452 | | | |
| 321C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 321D | DIFFERENCE | 0.005 | 0.004 | 0.004 | 0.004 | 0.004 | 0.004 | | | |
| 381 | DOMESTIC LUXURY | | | | | | | | | |
| 381A | ALTERNATE | 0.475 | 0.495 | 0.515 | 0.537 | 0.557 | 0.578 | | | |
| 381B | BASELINE | 0.475 | 0.495 | 0.515 | 0.536 | 0.557 | 0.578 | | | |
| 381C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 381D | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | | | |
| 441 | FOREIGN LUXURY | | | | | | | | | |
| 441A | ALTERNATE | 0.607 | 0.635 | 0.665 | 0.696 | 0.725 | 0.755 | | | |
| 441B | BASELINE | 0.607 | 0.635 | 0.665 | 0.696 | 0.725 | 0.755 | | | |
| 441C | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | | | |
| 441D | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | | | |

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-----------------------------------|---------------------|-------|-------|-------|-------|-------|-------|
| 1. CAP. COST PER MILE BY FOR/DOM: | | | | | | | |
| 21 | \$/MIL | | | | | | |
| 31 | TOTAL DOMESTIC | | | | | | |
| 41 | ALTERNATE | | 0.472 | 0.491 | 0.509 | 0.529 | 0.549 |
| 51 | BASELINE | 0.455 | 0.472 | 0.491 | 0.509 | 0.529 | 0.549 |
| 61 | DIFFERENCE | 0.454 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 71 | % DIFFERENCE | 0.04 | 0.05 | 0.05 | 0.05 | 0.06 | 0.06 |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | ALTERNATE | 0.410 | 0.427 | 0.444 | 0.462 | 0.481 | 0.500 |
| 111 | BASELINE | 0.410 | 0.426 | 0.443 | 0.461 | 0.480 | 0.499 |
| 121 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 131 | % DIFFERENCE | 0.14 | 0.15 | 0.16 | 0.17 | 0.18 | 0.20 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 0.357 | 0.371 | 0.385 | 0.400 | 0.416 | 0.432 |
| 171 | BASELINE | 0.357 | 0.371 | 0.385 | 0.400 | 0.416 | 0.432 |
| 181 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 191 | % DIFFERENCE | 0.01 | 0.02 | 0.02 | 0.02 | 0.03 | 0.03 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | ALTERNATE | 0.350 | 0.363 | 0.377 | 0.391 | 0.405 | 0.420 |
| 231 | BASELINE | 0.350 | 0.363 | 0.377 | 0.391 | 0.405 | 0.420 |
| 241 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 251 | % DIFFERENCE | 0.01 | 0.02 | 0.02 | 0.02 | 0.03 | 0.03 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | ALTERNATE | 0.398 | 0.414 | 0.430 | 0.446 | 0.464 | 0.481 |
| 291 | BASELINE | 0.398 | 0.414 | 0.430 | 0.446 | 0.464 | 0.481 |
| 301 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 311 | % DIFFERENCE | 0.04 | 0.04 | 0.04 | 0.04 | 0.03 | 0.03 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | ALTERNATE | 0.469 | 0.487 | 0.506 | 0.525 | 0.545 | 0.566 |
| 351 | BASELINE | 0.469 | 0.487 | 0.506 | 0.525 | 0.545 | 0.566 |
| 361 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 371 | % DIFFERENCE | 0.04 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | ALTERNATE | 0.600 | 0.623 | 0.646 | 0.670 | 0.695 | 0.721 |
| 411 | BASELINE | 0.600 | 0.623 | 0.646 | 0.670 | 0.695 | 0.721 |
| 421 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 431 | % DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.00 | 0.00 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | ALTERNATE | 0.786 | 0.819 | 0.853 | 0.888 | 0.925 | 0.963 |
| 471 | BASELINE | 0.786 | 0.819 | 0.853 | 0.888 | 0.925 | 0.963 |
| 481 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 491 | % DIFFERENCE | 0.01 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.0A CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | ITEM | 1999 | | 2000 | |
|------|---------------------------------|---------|--|---------|--|
| | | \$/MILE | | \$/MILE | |
| 1 | TOTAL DOMESTIC | | | | |
| 21 | 11CAP, COST PER MILE BY FOM/DOH | | | | |
| 31 | 11ALTERNATE | | | | |
| 41 | 11BASELINE | | | | |
| 51 | 11DIFFERENCE | | | | |
| 61 | 11% DIFFERENCE | | | | |
| 71 | 11% DIFFERENCE | | | | |
| 81 | 11% DIFFERENCE | | | | |
| 91 | 11% DIFFERENCE | | | | |
| 101 | 11% DIFFERENCE | | | | |
| 111 | 11% DIFFERENCE | | | | |
| 121 | 11% DIFFERENCE | | | | |
| 131 | 11% DIFFERENCE | | | | |
| 141 | 11% DIFFERENCE | | | | |
| 151 | 11% DIFFERENCE | | | | |
| 161 | 11% DIFFERENCE | | | | |
| 171 | 11% DIFFERENCE | | | | |
| 181 | 11% DIFFERENCE | | | | |
| 191 | 11% DIFFERENCE | | | | |
| 201 | 11% DIFFERENCE | | | | |
| 211 | 11% DIFFERENCE | | | | |
| 221 | 11% DIFFERENCE | | | | |
| 231 | 11% DIFFERENCE | | | | |
| 241 | 11% DIFFERENCE | | | | |
| 251 | 11% DIFFERENCE | | | | |
| 261 | 11% DIFFERENCE | | | | |
| 271 | 11% DIFFERENCE | | | | |
| 281 | 11% DIFFERENCE | | | | |
| 291 | 11% DIFFERENCE | | | | |
| 301 | 11% DIFFERENCE | | | | |
| 311 | 11% DIFFERENCE | | | | |
| 321 | 11% DIFFERENCE | | | | |
| 331 | 11% DIFFERENCE | | | | |
| 341 | 11% DIFFERENCE | | | | |
| 351 | 11% DIFFERENCE | | | | |
| 361 | 11% DIFFERENCE | | | | |
| 371 | 11% DIFFERENCE | | | | |
| 381 | 11% DIFFERENCE | | | | |
| 391 | 11% DIFFERENCE | | | | |
| 401 | 11% DIFFERENCE | | | | |
| 411 | 11% DIFFERENCE | | | | |
| 421 | 11% DIFFERENCE | | | | |
| 431 | 11% DIFFERENCE | | | | |
| 441 | 11% DIFFERENCE | | | | |
| 451 | 11% DIFFERENCE | | | | |
| 461 | 11% DIFFERENCE | | | | |
| 471 | 11% DIFFERENCE | | | | |
| 481 | 11% DIFFERENCE | | | | |
| 491 | 11% DIFFERENCE | | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
XEPFA LONG RUN AUTO MODEL 1975 - 2000
INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.09 MISCELLANEOUS

| LINE | TYPE | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--|--------|--------|--------|---------|---------|---------|
| 1 | INVESTED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,246 | 1,268 | 1,287 | 1,304 | 1,306 | 1,307 |
| 3 | BASELINE | 1,246 | 1,268 | 1,285 | 1,301 | 1,304 | 1,305 |
| 4 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.003 | 0.003 | 0.002 |
| 5 | % DIFFERENCE | | | 0.16 | 0.22 | 0.20 | 0.14 |
| 6 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,283 | 1,305 | 1,324 | 1,339 | 1,326 | 1,308 |
| 9 | BASELINE | 1,283 | 1,305 | 1,317 | 1,330 | 1,320 | 1,305 |
| 10 | DIFFERENCE | 0.0 | 0.0 | 0.007 | 0.009 | 0.007 | 0.004 |
| 11 | % DIFFERENCE | | | 0.53 | 0.65 | 0.51 | 0.29 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY THOU MILES | | | | | | |
| 14 | ALTERNATE | 13,674 | 13,406 | 13,354 | 13,379 | 13,512 | 13,497 |
| 15 | BASELINE | 13,674 | 13,406 | 13,342 | 13,282 | 13,391 | 13,389 |
| 16 | DIFFERENCE | 0.0 | 0.0 | 0.012 | 0.097 | 0.121 | 0.107 |
| 17 | % DIFFERENCE | | | 0.09 | 0.73 | 0.90 | 0.80 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO THOU MILES | | | | | | |
| 20 | ALTERNATE | 10,806 | 10,447 | 10,248 | 10,135 | 10,226 | 10,331 |
| 21 | BASELINE | 10,806 | 10,447 | 10,267 | 10,121 | 10,193 | 10,289 |
| 22 | DIFFERENCE | 0.0 | 0.0 | -0.018 | 0.014 | 0.033 | 0.041 |
| 23 | % DIFFERENCE | | | -0.18 | 0.14 | 0.32 | 0.40 |
| 24 | | | | | | | |
| 25 | ATION-NEW REGIS. TO BEGIN, STOCK RATIO | | | | | | |
| 26 | ALTERNATE | 0.0880 | 0.1059 | 0.1188 | 0.1139 | 0.1078 | 0.1082 |
| 27 | BASELINE | 0.0880 | 0.1059 | 0.1125 | 0.1128 | 0.1087 | 0.1093 |
| 28 | DIFFERENCE | 0.0 | 0.0 | 0.0062 | 0.0011 | -0.0009 | -0.0011 |
| 29 | % DIFFERENCE | | | 5.54 | 1.01 | -0.83 | -1.00 |
| 30 | | | | | | | |
| 31 | ATION-SCRAPPAGE TO BEGIN, STOCK RATIO | | | | | | |
| 32 | ALTERNATE | 0.0590 | 0.0711 | 0.0861 | 0.0848 | 0.0999 | 0.1053 |
| 33 | BASELINE | 0.0590 | 0.0711 | 0.0853 | 0.0849 | 0.0995 | 0.1041 |
| 34 | DIFFERENCE | 0.0 | 0.0 | 0.0008 | -0.0001 | 0.0005 | 0.0011 |
| 35 | % DIFFERENCE | | | 0.92 | -0.06 | 0.47 | 1.10 |
| 36 | | | | | | | |
| 37 | REAL DISP. INCOME PER FAMILY THOU \$ | | | | | | |
| 38 | ALTERNATE | 9,349 | 9,561 | 9,898 | 10,173 | 10,180 | 10,205 |
| 39 | BASELINE | 9,349 | 9,561 | 9,762 | 10,032 | 10,039 | 10,063 |
| 40 | DIFFERENCE | 0.0 | 0.0 | 0.136 | 0.141 | 0.141 | 0.143 |
| 41 | % DIFFERENCE | | | 1.39 | 1.41 | 1.41 | 1.42 |
| 42 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 % | | | | | | |
| 44 | ALTERNATE | 21.93 | 20.98 | 20.70 | 21.20 | 22.51 | 23.98 |
| 45 | BASELINE | 21.93 | 20.98 | 20.44 | 20.65 | 21.64 | 22.83 |
| 46 | DIFFERENCE | 0.0 | 0.0 | 0.26 | 0.55 | 0.86 | 1.14 |
| 47 | % DIFFERENCE | | | 1.28 | 2.68 | 3.99 | 5.00 |

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--|---------|--------|--------|--------|--------|---------|
| 1 | UNDETERMINED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,327 | 1,327 | 1,326 | 1,325 | 1,327 | 1,328 |
| 3 | BASELINE | 1,326 | 1,326 | 1,325 | 1,324 | 1,326 | 1,327 |
| 4 | DIFFERENCE | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 |
| 5 | 1% DIFFERENCE | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 | 0,06 |
| 6 | | | | | | | |
| 7 | 7 YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,322 | 1,320 | 1,315 | 1,309 | 1,306 | 1,305 |
| 9 | BASELINE | 1,322 | 1,320 | 1,315 | 1,309 | 1,306 | 1,305 |
| 10 | DIFFERENCE | 0,001 | 0,000 | -0,000 | -0,000 | -0,000 | 0,000 |
| 11 | 1% DIFFERENCE | 0,06 | 0,02 | -0,00 | -0,01 | -0,00 | 0,02 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | ALTERNATE | 13,768 | 13,733 | 13,695 | 13,672 | 13,668 | 13,700 |
| 15 | BASELINE | 13,749 | 13,716 | 13,675 | 13,646 | 13,635 | 13,661 |
| 16 | DIFFERENCE | 0,019 | 0,017 | 0,020 | 0,026 | 0,033 | 0,039 |
| 17 | 1% DIFFERENCE | 0,14 | 0,12 | 0,15 | 0,19 | 0,24 | 0,29 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | ALTERNATE | 10,477 | 10,455 | 10,457 | 10,480 | 10,503 | 10,534 |
| 21 | BASELINE | 10,472 | 10,447 | 10,442 | 10,460 | 10,477 | 10,505 |
| 22 | DIFFERENCE | 0,005 | 0,008 | 0,014 | 0,021 | 0,026 | 0,029 |
| 23 | 1% DIFFERENCE | 0,05 | 0,06 | 0,14 | 0,20 | 0,25 | 0,28 |
| 24 | | | | | | | |
| 25 | RATIO-NEW REGIS. TO REGIS. STOCK | | | | | | |
| 26 | ALTERNATE | 0,1037 | 0,1045 | 0,1061 | 0,1083 | 0,1081 | 0,1076 |
| 27 | BASELINE | 0,1037 | 0,1043 | 0,1058 | 0,1079 | 0,1077 | 0,1074 |
| 28 | DIFFERENCE | -0,0001 | 0,0002 | 0,0004 | 0,0004 | 0,0004 | 0,0002 |
| 29 | 1% DIFFERENCE | -0,006 | 0,18 | 0,34 | 0,40 | 0,35 | 0,22 |
| 30 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO REGIS. STOCK | | | | | | |
| 32 | ALTERNATE | 0,0910 | 0,0946 | 0,0905 | 0,1018 | 0,1002 | 0,1002 |
| 33 | BASELINE | 0,0905 | 0,0940 | 0,0979 | 0,1013 | 0,0999 | 0,1002 |
| 34 | DIFFERENCE | 0,0005 | 0,0006 | 0,0006 | 0,0005 | 0,0003 | -0,0000 |
| 35 | 1% DIFFERENCE | 0,50 | 0,65 | 0,63 | 0,50 | 0,27 | -0,01 |
| 36 | | | | | | | |
| 37 | W/AL DISP. INCOME PER FAMILY THOU 172 \$ | | | | | | |
| 38 | ALTERNATE | 11,102 | 11,268 | 11,435 | 11,610 | 11,804 | 12,019 |
| 39 | BASELINE | 10,942 | 11,106 | 11,270 | 11,443 | 11,634 | 11,846 |
| 40 | DIFFERENCE | 0,160 | 0,162 | 0,164 | 0,167 | 0,170 | 0,173 |
| 41 | 1% DIFFERENCE | 1,46 | 1,46 | 1,46 | 1,46 | 1,46 | 1,46 |
| 42 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | ALTERNATE | 31,68 | 33,21 | 34,65 | 36,56 | 38,39 | 40,35 |
| 45 | BASELINE | 30,10 | 31,59 | 33,18 | 34,86 | 36,65 | 38,58 |
| 46 | DIFFERENCE | 1,58 | 1,62 | 1,47 | 1,70 | 1,74 | 1,77 |
| 47 | 1% DIFFERENCE | 5,25 | 5,14 | 5,02 | 4,89 | 4,75 | 4,60 |

TABLE 3.09 MISCELLANEOUS

| LINE | T T F M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | REGISTERED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,328 | 1,328 | 1,328 | 1,328 | 1,328 | 1,329 |
| 3 | BASELINE | 1,328 | 1,327 | 1,327 | 1,328 | 1,328 | 1,328 |
| 4 | DIFFERENCE | 0,000 | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 |
| 5 | % DIFFERENCE | 0,006 | 0,006 | 0,005 | 0,005 | 0,005 | 0,005 |
| 61 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,305 | 1,304 | 1,304 | 1,305 | 1,306 | 1,307 |
| 9 | BASELINE | 1,304 | 1,303 | 1,303 | 1,304 | 1,305 | 1,306 |
| 10 | DIFFERENCE | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 |
| 11 | % DIFFERENCE | 0,005 | 0,007 | 0,009 | 0,009 | 0,009 | 0,007 |
| 121 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | THOU MILES | | | | | | |
| 15 | ALTERNATE | 13,739 | 13,776 | 13,817 | 13,851 | 13,886 | 13,908 |
| 16 | BASELINE | 13,695 | 13,730 | 13,771 | 13,808 | 13,847 | 13,873 |
| 17 | DIFFERENCE | 0,044 | 0,046 | 0,046 | 0,043 | 0,040 | 0,036 |
| 18 | % DIFFERENCE | 0,32 | 0,34 | 0,33 | 0,31 | 0,29 | 0,26 |
| 191 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | THOU MILES | | | | | | |
| 21 | ALTERNATE | 10,570 | 10,601 | 10,632 | 10,654 | 10,670 | 10,676 |
| 22 | BASELINE | 10,539 | 10,572 | 10,605 | 10,630 | 10,648 | 10,657 |
| 23 | DIFFERENCE | 0,030 | 0,029 | 0,027 | 0,024 | 0,021 | 0,019 |
| 24 | % DIFFERENCE | 0,29 | 0,28 | 0,25 | 0,22 | 0,20 | 0,18 |
| 251 | | | | | | | |
| 25 | ATION-DEP REGIS. TO BEGIN, STOCK | | | | | | |
| 26 | RATIO | | | | | | |
| 27 | ALTERNATE | 0,1076 | 0,1078 | 0,1076 | 0,1079 | 0,1071 | 0,1068 |
| 28 | BASELINE | 0,1076 | 0,1079 | 0,1078 | 0,1081 | 0,1073 | 0,1070 |
| 29 | DIFFERENCE | 0,0001 | -0,0001 | -0,0002 | -0,0002 | -0,0002 | -0,0001 |
| 30 | % DIFFERENCE | 0,07 | -0,07 | -0,16 | -0,20 | -0,19 | -0,13 |
| 31 | | | | | | | |
| 32 | ATION-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 33 | RATIO | | | | | | |
| 34 | ALTERNATE | 0,1002 | 0,1006 | 0,1005 | 0,1005 | 0,0997 | 0,1001 |
| 35 | BASELINE | 0,1004 | 0,1009 | 0,1008 | 0,1008 | 0,0998 | 0,1002 |
| 36 | DIFFERENCE | -0,0002 | -0,0003 | -0,0003 | -0,0003 | -0,0002 | -0,0000 |
| 37 | % DIFFERENCE | -0,20 | -0,30 | -0,31 | -0,25 | -0,16 | -0,03 |
| 381 | | | | | | | |
| 38 | REAL DISP. INCOME PER FAMILY THOU \$ | | | | | | |
| 39 | ALTERNATE | 12,238 | 12,472 | 12,713 | 12,965 | 13,225 | 13,497 |
| 40 | BASELINE | 12,062 | 12,292 | 12,530 | 12,778 | 13,034 | 13,302 |
| 41 | DIFFERENCE | 0,176 | 0,180 | 0,183 | 0,187 | 0,191 | 0,195 |
| 42 | % DIFFERENCE | 1,46 | 1,46 | 1,46 | 1,46 | 1,46 | 1,46 |
| 431 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | % | | | | | | |
| 45 | ALTERNATE | 42,44 | 44,67 | 47,00 | 49,42 | 51,89 | 54,40 |
| 46 | BASELINE | 40,64 | 42,84 | 45,16 | 47,56 | 50,03 | 52,54 |
| 47 | DIFFERENCE | 1,80 | 1,83 | 1,85 | 1,86 | 1,86 | 1,85 |
| 48 | % DIFFERENCE | 4,44 | 4,27 | 4,09 | 3,90 | 3,72 | 3,52 |

TABLE 3.09 MISCELLANEOUS

| LINE | ITEM | 1999 | 2000 |
|------|------------------------------------|---------|---------|
| 1 | DESIRED STOCK PER FAMILY | | |
| 2 | ALTERNATE | 1,329 | 1,332 |
| 3 | BASELINE | 1,329 | 1,331 |
| 4 | DIFFERENCE | 0,001 | 0,001 |
| 5 | % DIFFERENCE | 0,05 | 0,05 |
| 6 | | | |
| 7 | YEAR-END STOCK PER FAMILY | | |
| 8 | ALTERNATE | 1,307 | 1,310 |
| 9 | BASELINE | 1,307 | 1,310 |
| 10 | DIFFERENCE | 0,001 | 0,001 |
| 11 | % DIFFERENCE | 0,06 | 0,05 |
| 12 | | | |
| 13 | VEHICLE MILES PER FAMILY | | |
| 14 | ALTERNATE | 13,922 | 13,953 |
| 15 | BASELINE | 13,889 | 13,923 |
| 16 | DIFFERENCE | 0,033 | 0,031 |
| 17 | % DIFFERENCE | 0,23 | 0,22 |
| 18 | | | |
| 19 | VEHICLE MILES PER AUTO | | |
| 20 | ALTERNATE | 10,681 | 10,676 |
| 21 | BASELINE | 10,663 | 10,659 |
| 22 | DIFFERENCE | 0,018 | 0,017 |
| 23 | % DIFFERENCE | 0,17 | 0,16 |
| 24 | | | |
| 25 | RATIO-NEW REGIS, TO BEGIN, STOCK | | |
| 26 | ALTERNATE | 0,1068 | 0,1067 |
| 27 | BASELINE | 0,1069 | 0,1067 |
| 28 | DIFFERENCE | -0,0001 | -0,0001 |
| 29 | % DIFFERENCE | -0,08 | -0,02 |
| 30 | | | |
| 31 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | |
| 32 | ALTERNATE | 0,1007 | 0,1010 |
| 33 | BASELINE | 0,1007 | 0,1013 |
| 34 | DIFFERENCE | 0,0000 | 0,0001 |
| 35 | % DIFFERENCE | 0,02 | 0,10 |
| 36 | | | |
| 37 | REAL DISP, INCOME PER FAMILY THOU | | |
| 38 | ALTERNATE | 13,774 | 14,103 |
| 39 | BASELINE | 13,576 | 13,899 |
| 40 | DIFFERENCE | 0,199 | 0,204 |
| 41 | % DIFFERENCE | 1,46 | 1,47 |
| 42 | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | |
| 44 | ALTERNATE | 56,92 | 59,53 |
| 45 | BASELINE | 55,09 | 57,72 |
| 46 | DIFFERENCE | 1,83 | 1,81 |
| 47 | % DIFFERENCE | 3,33 | 3,13 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 AEPF (196 RUN AUTO) 1975 - 2000
 INCREASE MINIMAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.10 MILES PER GALLON

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | GENERAL FLEET MILES PER GALLON - AEPF | | | | | | |
| 2 | 1. ALTERNATE | 12.69 | 12.71 | 12.79 | 12.95 | 13.20 | 13.50 |
| 3 | 2. BASELINE | 12.69 | 12.71 | 12.78 | 12.95 | 13.19 | 13.50 |
| 4 | 3. DIFFERENCE | 0.0 | 0.0 | 0.00 | 0.01 | 0.00 | 0.00 |
| 5 | 4. % DIFFERENCE | 0.0 | 0.0 | 0.01 | 0.04 | 0.03 | 0.01 |
| 6 | 7. AEPF AUTO MILES PER GALLON (AEPF): | | | | | | |
| 7 | 8. TOTAL | | | | | | |
| 8 | 9. ALTERNATE | 13.29 | 13.52 | 14.04 | 14.67 | 15.19 | 15.78 |
| 9 | 10. BASELINE | 13.29 | 13.52 | 14.07 | 14.68 | 15.19 | 15.77 |
| 10 | 11. DIFFERENCE | 0.0 | 0.0 | -0.03 | -0.01 | 0.00 | 0.01 |
| 11 | 12. % DIFFERENCE | 0.0 | 0.0 | -0.18 | -0.08 | 0.01 | 0.07 |
| 12 | 13. SUBCOMPACT | | | | | | |
| 13 | 14. ALTERNATE | 18.74 | 19.50 | 20.30 | 21.16 | 21.66 | 22.32 |
| 14 | 15. BASELINE | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 |
| 15 | 16. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 16 | 17. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 17 | 18. COMPACT | | | | | | |
| 18 | 19. ALTERNATE | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 19 | 20. BASELINE | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 20 | 21. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 21 | 22. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 22 | 23. MID-SIZE | | | | | | |
| 23 | 24. ALTERNATE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 24 | 25. BASELINE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 25 | 26. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 26 | 27. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 27 | 28. FULL SIZE | | | | | | |
| 28 | 29. ALTERNATE | 10.60 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 29 | 30. BASELINE | 10.60 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 30 | 31. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 31 | 32. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 32 | 33. LUXURY | | | | | | |
| 33 | 34. ALTERNATE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 34 | 35. BASELINE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 35 | 36. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 36 | 37. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 37 | 38. TOTAL | | | | | | |
| 38 | 39. ALTERNATE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 39 | 40. BASELINE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 40 | 41. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 41 | 42. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 42 | 43. TOTAL | | | | | | |
| 43 | 44. ALTERNATE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 44 | 45. BASELINE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 45 | 46. DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 46 | 47. % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------------------------------------|-------|-------|-------|-------|-------|-------|
| OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 11 | | | | | | |
| 211 ALTERNATE | 13.86 | 14.27 | 14.70 | 15.12 | 15.55 | 15.97 |
| 311 BASELINE | 13.86 | 14.28 | 14.70 | 15.12 | 15.55 | 15.97 |
| 411 DIFFERENCE | 0.00 | -0.00 | -0.00 | -0.00 | -0.00 | -0.00 |
| 511 DIFFERENCE | 0.00 | -0.01 | -0.02 | -0.02 | -0.02 | -0.02 |
| 611 DIFFERENCE | | | | | | |
| 71 | | | | | | |
| MINI/AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 TOTAL | | | | | | |
| 101 ALTERNATE | 16.20 | 16.64 | 17.10 | 17.57 | 17.96 | 18.24 |
| 111 BASELINE | 16.18 | 16.63 | 17.09 | 17.56 | 17.96 | 18.23 |
| 121 DIFFERENCE | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 131 DIFFERENCE | 0.11 | 0.09 | 0.07 | 0.06 | 0.04 | 0.04 |
| 141 | | | | | | |
| SUBCOMPACT | | | | | | |
| 151 ALTERNATE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 161 BASELINE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 171 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 DIFFERENCE | | | | | | |
| 201 | | | | | | |
| COMPACT | | | | | | |
| 211 ALTERNATE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 221 BASELINE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 231 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | | | | | | |
| MID-SIZE | | | | | | |
| 261 ALTERNATE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 271 BASELINE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 281 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 291 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301 | | | | | | |
| FULL SIZE | | | | | | |
| 311 ALTERNATE | 14.05 | 14.49 | 14.96 | 15.40 | 15.94 | 16.14 |
| 321 BASELINE | 14.05 | 14.49 | 14.96 | 15.40 | 15.94 | 16.14 |
| 331 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 341 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 351 | | | | | | |
| LUXURY | | | | | | |
| 361 ALTERNATE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 371 BASELINE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 381 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 391 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| ITEM | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--|--|-------|-------|-------|-------|-------|-------|
| PIOVERALL FLEET MILES PER GALLON - WIFA | | | | | | | |
| 11 | PI OVERALL FLEET MILES PER GALLON - WIFA | | | | | | |
| 31 | PI ALTERNATE | 16.38 | 16.78 | 17.16 | 17.53 | 17.89 | 18.20 |
| 41 | PI BASELINE | 16.38 | 16.78 | 17.15 | 17.52 | 17.68 | 18.20 |
| 51 | PI DIFFERENCE | -0.00 | 0.00 | 0.00 | 0.01 | 0.01 | 0.01 |
| 61 | PI % DIFFERENCE | -0.00 | 0.01 | 0.03 | 0.03 | 0.04 | 0.03 |
| MINER AUTO MILES PER GALLON (WIFA) | | | | | | | |
| 71 | MINER AUTO MILES PER GALLON (WIFA) | | | | | | |
| 91 | MINER TOTAL | | | | | | |
| 101 | MINER ALTERNATE | 18.48 | 18.76 | 19.02 | 19.31 | 19.43 | 19.55 |
| 111 | MINER BASELINE | 18.48 | 18.76 | 19.02 | 19.31 | 19.43 | 19.55 |
| 121 | MINER DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | -0.00 | -0.00 |
| 131 | MINER % DIFFERENCE | 0.03 | 0.02 | 0.01 | -0.00 | -0.01 | -0.02 |
| SURCOMPACT | | | | | | | |
| 141 | SURCOMPACT | | | | | | |
| 151 | SURCOMPACT TOTAL | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 161 | SURCOMPACT ALTERNATE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 171 | SURCOMPACT BASELINE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 181 | SURCOMPACT DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 191 | SURCOMPACT % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| COMPACT | | | | | | | |
| 201 | COMPACT | | | | | | |
| 211 | COMPACT TOTAL | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 221 | COMPACT ALTERNATE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 231 | COMPACT BASELINE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 241 | COMPACT DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 251 | COMPACT % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| MID-SIZE | | | | | | | |
| 261 | MID-SIZE | | | | | | |
| 271 | MID-SIZE TOTAL | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 281 | MID-SIZE ALTERNATE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 291 | MID-SIZE BASELINE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 301 | MID-SIZE DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 311 | MID-SIZE % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| FULL SIZE | | | | | | | |
| 321 | FULL SIZE | | | | | | |
| 331 | FULL SIZE TOTAL | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 341 | FULL SIZE ALTERNATE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 351 | FULL SIZE BASELINE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 361 | FULL SIZE DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 371 | FULL SIZE % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LUXURY | | | | | | | |
| 381 | LUXURY | | | | | | |
| 391 | LUXURY TOTAL | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 401 | LUXURY ALTERNATE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 411 | LUXURY BASELINE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 421 | LUXURY DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 431 | LUXURY % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.10 MILES PER GALLON

| LINE | 1973 | 1974 | 1975 | 1976 | 1977 | 1978 |
|---------------------------------------|-------|-------|-------|-------|-------|-------|
| OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 11 | | | | | | |
| 21 | 18.48 | 18.73 | 18.95 | 19.15 | 19.31 | 19.47 |
| 31 | 18.48 | 18.73 | 18.95 | 19.15 | 19.31 | 19.47 |
| 41 | 0.00 | 0.00 | 0.00 | -0.00 | -0.00 | -0.01 |
| 51 | 0.03 | 0.01 | 0.00 | -0.01 | -0.02 | -0.03 |
| 61 | | | | | | |
| 71 | | | | | | |
| BREW AUTO MILES PER GALLON (WEFA): | | | | | | |
| 91 | | | | | | |
| 101 | 19.65 | 19.76 | 19.87 | 19.97 | 20.07 | 20.18 |
| 111 | 19.66 | 19.77 | 19.87 | 19.98 | 20.08 | 20.20 |
| 121 | -0.00 | -0.01 | -0.01 | -0.01 | -0.01 | -0.01 |
| 131 | -0.02 | -0.03 | -0.04 | -0.05 | -0.06 | -0.06 |
| 141 | | | | | | |
| SIRCOMPACT | | | | | | |
| 151 | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 161 | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 171 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 181 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 191 | | | | | | |
| COMPACT | | | | | | |
| 201 | | | | | | |
| 211 | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 221 | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 231 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 241 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 251 | | | | | | |
| MID-SIZE | | | | | | |
| 261 | | | | | | |
| 271 | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 281 | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 291 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 301 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 311 | | | | | | |
| FULL SIZE | | | | | | |
| 321 | | | | | | |
| 331 | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 341 | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 351 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 361 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 371 | | | | | | |
| 381 | | | | | | |
| LUXURY | | | | | | |
| 391 | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 401 | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 411 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 421 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 431 | | | | | | |

TABLE 3.10 MILES PER GALLON

| TYPE | 1999 | 2000 |
|--|-------|-------|
| TYPE M | | |
| 11 OVERALL FLEET MILES PER GALLON - WEFA | | |
| 21ALTERNATE | 19.60 | 19.73 |
| 31BASELINE | 19.81 | 19.74 |
| 51DIFFERENCE | -0.01 | -0.01 |
| 61% DIFFERENCE | -0.04 | -0.04 |
| 71 | | |
| RIDE-AUTO MILES PER GALLON (WEFA) | | |
| 91 TOTAL | | |
| 10ALTERNATE | 20.28 | 20.39 |
| 11BASELINE | 20.30 | 20.41 |
| 12DIFFERENCE | -0.01 | -0.02 |
| 131% DIFFERENCE | -0.07 | -0.08 |
| 141 | | |
| SUBCOMPACT | | |
| 151 | | |
| 16ALTERNATE | 27.88 | 28.06 |
| 17BASELINE | 27.88 | 28.06 |
| 18DIFFERENCE | 0.0 | 0.0 |
| 191% DIFFERENCE | 0.0 | 0.0 |
| 201 | | |
| COMPACT | | |
| 211 | | |
| 22ALTERNATE | 22.97 | 23.11 |
| 23BASELINE | 22.97 | 23.11 |
| 24DIFFERENCE | 0.0 | 0.0 |
| 251% DIFFERENCE | 0.0 | 0.0 |
| 261 | | |
| MID-SIZE | | |
| 271 | | |
| 28ALTERNATE | 19.20 | 19.32 |
| 29BASELINE | 19.20 | 19.32 |
| 30DIFFERENCE | 0.0 | 0.0 |
| 311% DIFFERENCE | 0.0 | 0.0 |
| 321 | | |
| FULL SIZE | | |
| 331 | | |
| 34ALTERNATE | 17.95 | 18.06 |
| 35BASELINE | 17.95 | 18.06 |
| 36DIFFERENCE | 0.0 | 0.0 |
| 371% DIFFERENCE | 0.0 | 0.0 |
| 381 | | |
| LUXURY | | |
| 391 | | |
| 40ALTERNATE | 17.09 | 17.20 |
| 41BASELINE | 17.09 | 17.20 |
| 42DIFFERENCE | 0.0 | 0.0 |
| 431% DIFFERENCE | 0.0 | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3,11 MILES PER GALLON

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|---------------------------------------|---------------------|-------|-------|-------|-------|-------|-------|
| TIREN AUTO M.P.G. BY FORZDOM (BEFA4): | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 21A | ALTERNATE | 12.38 | 12.78 | 13.35 | 13.98 | 14.52 | 15.12 |
| 21B | BASELINE | 12.38 | 12.78 | 13.37 | 13.99 | 14.52 | 15.12 |
| 21C | DIFFERENCE | 0.0 | 0.0 | -0.02 | -0.01 | 0.00 | 0.01 |
| 21D | DIFFERENCE | 0.0 | 0.0 | -0.12 | -0.05 | 0.00 | 0.05 |
| 41 | TOTAL FOREIGN | | | | | | |
| 41A | ALTERNATE | 19.82 | 20.53 | 21.00 | 21.74 | 21.86 | 22.20 |
| 41B | BASELINE | 19.82 | 20.53 | 21.02 | 21.75 | 21.87 | 22.21 |
| 41C | DIFFERENCE | 0.0 | 0.0 | -0.01 | -0.01 | -0.01 | -0.00 |
| 41D | DIFFERENCE | 0.0 | 0.0 | -0.06 | -0.05 | -0.03 | -0.02 |
| 141 | DOMESTIC SUBCOMPACT | | | | | | |
| 141A | ALTERNATE | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 141B | BASELINE | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 141C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | FOREIGN SUBCOMPACT | | | | | | |
| 201A | ALTERNATE | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 201B | BASELINE | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 201C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | DOMESTIC COMPACT | | | | | | |
| 261A | ALTERNATE | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 261B | BASELINE | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 261C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | FOREIGN COMPACT | | | | | | |
| 321A | ALTERNATE | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 321B | BASELINE | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 321C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | DOMESTIC LUXURY | | | | | | |
| 381A | ALTERNATE | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 381B | BASELINE | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 381C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 441 | FOREIGN LUXURY | | | | | | |
| 441A | ALTERNATE | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 441B | BASELINE | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 441C | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 441D | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | TITLE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|-------------------------------------|---------------------|-------|-------|-------|-------|-------|-------|
| 1980 AUTO P.P.G. BY FOREIGN COUNTRY | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | ALTERNATE | 15.58 | 16.04 | 16.52 | 17.01 | 17.43 | 17.68 |
| 41 | BASIS LINE | 15.57 | 16.03 | 16.51 | 17.00 | 17.42 | 17.67 |
| 51 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 61 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 71 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 81 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | ALTERNATE | 22.36 | 22.72 | 22.94 | 23.28 | 23.50 | 23.90 |
| 111 | BASIS LINE | 22.37 | 22.73 | 22.95 | 23.28 | 23.50 | 23.90 |
| 121 | DIFFERENCE | -0.00 | -0.00 | -0.00 | -0.00 | -0.00 | -0.00 |
| 131 | DIFFERENCE | -0.01 | -0.01 | -0.02 | -0.02 | -0.02 | -0.02 |
| 141 | DIFFERENCE | -0.01 | -0.01 | -0.02 | -0.02 | -0.02 | -0.02 |
| 151 | DOMESTIC SURCOMPACT | | | | | | |
| 161 | ALTERNATE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 |
| 171 | BASIS LINE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 |
| 181 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 191 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 201 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 211 | FOREIGN SURCOMPACT | | | | | | |
| 221 | ALTERNATE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 |
| 231 | BASIS LINE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 |
| 241 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 251 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 261 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | ALTERNATE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 |
| 291 | BASIS LINE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 |
| 301 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 311 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 321 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | ALTERNATE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 |
| 351 | BASIS LINE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 |
| 361 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 371 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 381 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | ALTERNATE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 |
| 411 | BASIS LINE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 |
| 421 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 431 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 441 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | ALTERNATE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 471 | BASIS LINE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 481 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 491 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.11 MILLS PER GALLON - CONTINUED

| LINE | ITEM | 1987 | | | | | 1991 | | | | |
|------|--|------|--|--|--|--|------|--|--|--|--|
| | | 1987 | | | | | 1991 | | | | |
| | 11 NEW AUTO M.P.G. BY FORWARD* (WEFA): | | | | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | | | | | |
| 31 | ALTERNATE | | | | | | | | | | |
| 51 | BASELINE | | | | | | | | | | |
| 61 | DIFFERENCE | | | | | | | | | | |
| 71 | DIFFERENCE | | | | | | | | | | |
| 81 | DIFFERENCE | | | | | | | | | | |
| 91 | TOTAL FOREIGN | | | | | | | | | | |
| 101 | ALTERNATE | | | | | | | | | | |
| 111 | BASELINE | | | | | | | | | | |
| 121 | DIFFERENCE | | | | | | | | | | |
| 131 | DIFFERENCE | | | | | | | | | | |
| 141 | DIFFERENCE | | | | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | | | | | |
| 161 | ALTERNATE | | | | | | | | | | |
| 171 | BASELINE | | | | | | | | | | |
| 181 | DIFFERENCE | | | | | | | | | | |
| 191 | DIFFERENCE | | | | | | | | | | |
| 201 | DIFFERENCE | | | | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | | | | | |
| 221 | ALTERNATE | | | | | | | | | | |
| 231 | BASELINE | | | | | | | | | | |
| 241 | DIFFERENCE | | | | | | | | | | |
| 251 | DIFFERENCE | | | | | | | | | | |
| 261 | DIFFERENCE | | | | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | | | | | |
| 281 | ALTERNATE | | | | | | | | | | |
| 291 | BASELINE | | | | | | | | | | |
| 301 | DIFFERENCE | | | | | | | | | | |
| 311 | DIFFERENCE | | | | | | | | | | |
| 321 | DIFFERENCE | | | | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | | | | | |
| 341 | ALTERNATE | | | | | | | | | | |
| 351 | BASELINE | | | | | | | | | | |
| 361 | DIFFERENCE | | | | | | | | | | |
| 371 | DIFFERENCE | | | | | | | | | | |
| 381 | DIFFERENCE | | | | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | | | | | |
| 401 | ALTERNATE | | | | | | | | | | |
| 411 | BASELINE | | | | | | | | | | |
| 421 | DIFFERENCE | | | | | | | | | | |
| 431 | DIFFERENCE | | | | | | | | | | |
| 441 | DIFFERENCE | | | | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | | | | | |
| 461 | ALTERNATE | | | | | | | | | | |
| 471 | BASELINE | | | | | | | | | | |
| 481 | DIFFERENCE | | | | | | | | | | |
| 491 | DIFFERENCE | | | | | | | | | | |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------------------------|---------------------|------|------|------|------|------|------|
| 1993 AUTO M.P.G. BY FORM/DRUM (GFAA) | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | ALTERNATE | | | | | | |
| 41 | BASELINE | | | | | | |
| 51 | DIFFERENCE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | DIFFERENCE | | | | | | |
| 81 | DIFFERENCE | | | | | | |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | DIFFERENCE | | | | | | |
| 141 | DIFFERENCE | | | | | | |
| 151 | DOMESTIC SURCOMPACT | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | DIFFERENCE | | | | | | |
| 201 | DIFFERENCE | | | | | | |
| 211 | FOREIGN SURCOMPACT | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | DIFFERENCE | | | | | | |
| 261 | DIFFERENCE | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | DIFFERENCE | | | | | | |
| 321 | DIFFERENCE | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | ALTERNATE | | | | | | |
| 351 | BASELINE | | | | | | |
| 361 | DIFFERENCE | | | | | | |
| 371 | DIFFERENCE | | | | | | |
| 381 | DIFFERENCE | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | ALTERNATE | | | | | | |
| 411 | BASELINE | | | | | | |
| 421 | DIFFERENCE | | | | | | |
| 431 | DIFFERENCE | | | | | | |
| 441 | DIFFERENCE | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | ALTERNATE | | | | | | |
| 471 | BASELINE | | | | | | |
| 481 | DIFFERENCE | | | | | | |
| 491 | DIFFERENCE | | | | | | |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LIFE | I T E M | | 1999 | 2000 |
|--------------------------------------|---------------------|--|-------|-------|
| 1999w AUTO N.P.G. BY FOR/DOVE (SEPA) | | | | |
| 21 | | | | |
| 31 | TOTAL DOMESTIC | | | |
| 41 | ALTERNATE | | 19.68 | 19.79 |
| 51 | BASELINE | | 19.69 | 19.81 |
| 61 | DIFFERENCE | | -0.01 | -0.01 |
| 71 | DIFFERENCE | | -0.05 | -0.06 |
| 81 | | | | |
| 91 | TOTAL FOREIGN | | | |
| 101 | ALTERNATE | | 26.42 | 26.57 |
| 111 | BASELINE | | 26.44 | 26.59 |
| 121 | DIFFERENCE | | -0.02 | -0.02 |
| 131 | DIFFERENCE | | -0.06 | -0.06 |
| 141 | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | |
| 161 | ALTERNATE | | 27.86 | 28.03 |
| 171 | BASELINE | | 27.86 | 28.03 |
| 181 | DIFFERENCE | | 0.0 | 0.0 |
| 191 | DIFFERENCE | | 0.0 | 0.0 |
| 201 | | | | |
| 211 | FOREIGN SUBCOMPACT | | | |
| 221 | ALTERNATE | | 27.90 | 28.08 |
| 231 | BASELINE | | 27.90 | 28.08 |
| 241 | DIFFERENCE | | 0.0 | 0.0 |
| 251 | DIFFERENCE | | 0.0 | 0.0 |
| 261 | | | | |
| 271 | DOMESTIC COMPACT | | | |
| 281 | ALTERNATE | | 22.79 | 22.93 |
| 291 | BASELINE | | 22.79 | 22.93 |
| 301 | DIFFERENCE | | 0.0 | 0.0 |
| 311 | DIFFERENCE | | 0.0 | 0.0 |
| 321 | | | | |
| 331 | FOREIGN COMPACT | | | |
| 341 | ALTERNATE | | 25.76 | 25.93 |
| 351 | BASELINE | | 25.76 | 25.93 |
| 361 | DIFFERENCE | | 0.0 | 0.0 |
| 371 | DIFFERENCE | | 0.0 | 0.0 |
| 381 | | | | |
| 391 | DOMESTIC LUXURY | | | |
| 401 | ALTERNATE | | 16.76 | 16.86 |
| 411 | BASELINE | | 16.76 | 16.86 |
| 421 | DIFFERENCE | | 0.0 | 0.0 |
| 431 | DIFFERENCE | | 0.0 | 0.0 |
| 441 | | | | |
| 451 | FOREIGN LUXURY | | | |
| 461 | ALTERNATE | | 20.00 | 20.12 |
| 471 | BASELINE | | 20.00 | 20.12 |
| 481 | DIFFERENCE | | 0.0 | 0.0 |
| 491 | DIFFERENCE | | 0.0 | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
BEFA LOG-RUN AUTO MODEL 1975 - 2000
INCREASE IN TOTAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| TYPE A | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------------------|---------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES | | | | | | | |
| 21 | DOLLARS | | | | | | |
| 211 SUBCOMPACT | | | | | | | |
| 211A1 ALTERNATE | | 3744. | 3922. | 4177. | 4481. | 4759. | 5008. |
| 211A2 BASELINE | | 3744. | 3922. | 4175. | 4479. | 4757. | 5008. |
| 211A3 DIFFERENCE | | 0. | 0. | 2. | 2. | 1. | -0. |
| 211A4 DIFFERENCE | | 0.0 | 0.0 | 0.05 | 0.05 | 0.03 | -0.00 |
| 212 COMPACT | | | | | | | |
| 212A1 ALTERNATE | | 4280. | 4471. | 4751. | 5090. | 5419. | 5719. |
| 212A2 BASELINE | | 4280. | 4471. | 4747. | 5083. | 5410. | 5708. |
| 212A3 DIFFERENCE | | 0. | 0. | 4. | 7. | 9. | 10. |
| 212A4 DIFFERENCE | | 0.0 | 0.0 | 0.08 | 0.14 | 0.17 | 0.18 |
| 213 MID-SIZE | | | | | | | |
| 213A1 ALTERNATE | | 5168. | 5398. | 5728. | 6127. | 6514. | 6864. |
| 213A2 BASELINE | | 5168. | 5398. | 5725. | 6122. | 6507. | 6857. |
| 213A3 DIFFERENCE | | 0. | 0. | 3. | 5. | 6. | 7. |
| 213A4 DIFFERENCE | | 0.0 | 0.0 | 0.05 | 0.09 | 0.10 | 0.10 |
| 214 FULL SIZE | | | | | | | |
| 214A1 ALTERNATE | | 5864. | 6125. | 6489. | 6936. | 7363. | 7750. |
| 214A2 BASELINE | | 5864. | 6125. | 6487. | 6932. | 7358. | 7744. |
| 214A3 DIFFERENCE | | 0. | 0. | 2. | 4. | 5. | 6. |
| 214A4 DIFFERENCE | | 0.0 | 0.0 | 0.04 | 0.07 | 0.08 | 0.08 |
| 215 LUXURY | | | | | | | |
| 215A1 ALTERNATE | | 9021. | 9416. | 9960. | 10641. | 11273. | 11845. |
| 215A2 BASELINE | | 9021. | 9416. | 9957. | 10638. | 11269. | 11841. |
| 215A3 DIFFERENCE | | 0. | 0. | 2. | 4. | 4. | 4. |
| 215A4 DIFFERENCE | | 0.0 | 0.0 | 0.02 | 0.03 | 0.04 | 0.04 |
| 321 TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 321 | DOLLARS | | | | | | |
| 3211 SUBCOMPACT | | | | | | | |
| 3211A1 ALTERNATE | | 3904. | 4160. | 4321. | 4554. | 4795. | 5012. |
| 3211A2 BASELINE | | 3904. | 4160. | 4319. | 4551. | 4794. | 5012. |
| 3211A3 DIFFERENCE | | 0. | 0. | 2. | 2. | 1. | -0. |
| 3211A4 DIFFERENCE | | 0.0 | 0.0 | 0.05 | 0.05 | 0.03 | -0.00 |
| 3212 COMPACT | | | | | | | |
| 3212A1 ALTERNATE | | 6432. | 6921. | 7207. | 7662. | 8159. | 8615. |
| 3212A2 BASELINE | | 6432. | 6921. | 7203. | 7655. | 8150. | 8604. |
| 3212A3 DIFFERENCE | | 0. | 0. | 4. | 7. | 9. | 10. |
| 3212A4 DIFFERENCE | | 0.0 | 0.0 | 0.05 | 0.09 | 0.11 | 0.12 |
| 3213 LUXURY | | | | | | | |
| 3213A1 ALTERNATE | | 12690. | 13833. | 14453. | 15502. | 16630. | 17670. |
| 3213A2 BASELINE | | 12690. | 13833. | 14451. | 15498. | 16626. | 17665. |
| 3213A3 DIFFERENCE | | 0. | 0. | 2. | 4. | 4. | 5. |
| 3213A4 DIFFERENCE | | 0.0 | 0.0 | 0.01 | 0.02 | 0.03 | 0.03 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|-----------------------------|-----------------------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 1 | TOTAL DOMESTIC AUTO PRICES: | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | ALTERNATE | | | | | | |
| 41 | BASELINE | 5197, | 5404, | 5647, | 5872, | 6100, | 6351, |
| 51 | DIFFERENCE | 5198, | 5405, | 5648, | 5873, | 6101, | 6352, |
| 61 | DIFFERENCE | -2, | -2, | -2, | -1, | -1, | -1, |
| 71 | DIFFERENCE | -0.04 | -0.03 | -0.03 | -0.02 | -0.02 | -0.02 |
| 81 | COMPACT | | | | | | |
| 91 | ALTERNATE | 5945, | 6187, | 6467, | 6725, | 6988, | 7274, |
| 101 | BASELINE | 5934, | 6177, | 6456, | 6715, | 6977, | 7263, |
| 111 | DIFFERENCE | 10, | 10, | 11, | 11, | 11, | 11, |
| 121 | DIFFERENCE | 0.17 | 0.17 | 0.16 | 0.16 | 0.15 | 0.15 |
| 131 | MID-SIZE | | | | | | |
| 141 | ALTERNATE | 7122, | 7398, | 7717, | 8010, | 8305, | 8629, |
| 151 | BASELINE | 7115, | 7391, | 7711, | 8004, | 8299, | 8624, |
| 161 | DIFFERENCE | 7, | 7, | 6, | 6, | 6, | 6, |
| 171 | DIFFERENCE | 0.10 | 0.09 | 0.08 | 0.08 | 0.07 | 0.07 |
| 181 | FULL SIZE | | | | | | |
| 191 | ALTERNATE | 8029, | 8327, | 8674, | 8993, | 9314, | 9671, |
| 201 | BASELINE | 8023, | 8321, | 8669, | 8988, | 9309, | 9666, |
| 211 | DIFFERENCE | 6, | 5, | 5, | 5, | 5, | 4, |
| 221 | DIFFERENCE | 0.07 | 0.07 | 0.06 | 0.05 | 0.05 | 0.05 |
| 231 | LUXURY | | | | | | |
| 241 | ALTERNATE | 12247, | 12679, | 13189, | 13658, | 14132, | 14666, |
| 251 | BASELINE | 12243, | 12675, | 13185, | 13654, | 14128, | 14663, |
| 261 | DIFFERENCE | 4, | 4, | 4, | 4, | 3, | 3, |
| 271 | DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.03 | 0.02 | 0.02 |
| TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 281 | SUBCOMPACT | | | | | | |
| 291 | ALTERNATE | 5200, | 5396, | 5600, | 5807, | 6021, | 6235, |
| 301 | BASELINE | 5202, | 5398, | 5601, | 5808, | 6022, | 6236, |
| 311 | DIFFERENCE | -2, | -2, | -2, | -1, | -1, | -1, |
| 321 | DIFFERENCE | -0.04 | -0.03 | -0.03 | -0.03 | -0.02 | -0.02 |
| 331 | COMPACT | | | | | | |
| 341 | ALTERNATE | 8993, | 9382, | 9788, | 10204, | 10634, | 11073, |
| 351 | BASELINE | 8982, | 9372, | 9777, | 10193, | 10624, | 11062, |
| 361 | DIFFERENCE | 10, | 10, | 11, | 11, | 11, | 11, |
| 371 | DIFFERENCE | 0.11 | 0.11 | 0.11 | 0.10 | 0.10 | 0.10 |
| 381 | LUXURY | | | | | | |
| 391 | ALTERNATE | 18510, | 19379, | 20295, | 21248, | 22242, | 23277, |
| 401 | BASELINE | 18506, | 19375, | 20291, | 21244, | 22239, | 23274, |
| 411 | DIFFERENCE | 4, | 4, | 4, | 4, | 3, | 3, |
| 421 | DIFFERENCE | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.01 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | TYPE | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|-----------------------------|----------------------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| | DOLLARS | | | | | | |
| 21A | ALTERNATE | 6608. | 6869. | 7140. | 7422. | 7692. | 7981. |
| 21B | BASELINE | 6609. | 6869. | 7140. | 7421. | 7691. | 7979. |
| 21C | DIFFERENCE | -1. | -0. | 0. | 1. | 1. | 2. |
| 21D | DIFFERENCE | -0.01 | -0.00 | 0.00 | 0.01 | 0.02 | 0.03 |
| 41 | COMPACT | | | | | | |
| | DOLLARS | | | | | | |
| 41A | ALTERNATE | 7569. | 7869. | 8181. | 8504. | 8812. | 9140. |
| 41B | BASELINE | 7558. | 7858. | 8170. | 8493. | 8801. | 9130. |
| 41C | DIFFERENCE | 11. | 11. | 11. | 11. | 11. | 11. |
| 41D | DIFFERENCE | 0.14 | 0.14 | 0.13 | 0.13 | 0.12 | 0.12 |
| 141 | MID-SIZE | | | | | | |
| | DOLLARS | | | | | | |
| 141A | ALTERNATE | 8964. | 9304. | 9657. | 10022. | 10371. | 10743. |
| 141B | BASELINE | 8958. | 9299. | 9652. | 10017. | 10366. | 10738. |
| 141C | DIFFERENCE | 6. | 5. | 5. | 5. | 5. | 5. |
| 141D | DIFFERENCE | 0.06 | 0.06 | 0.05 | 0.05 | 0.05 | 0.05 |
| 201 | FULL SIZE | | | | | | |
| | DOLLARS | | | | | | |
| 201A | ALTERNATE | 10039. | 10414. | 10803. | 11205. | 11591. | 12003. |
| 201B | BASELINE | 10035. | 10410. | 10799. | 11201. | 11587. | 12000. |
| 201C | DIFFERENCE | 4. | 4. | 4. | 4. | 4. | 4. |
| 201D | DIFFERENCE | 0.04 | 0.04 | 0.04 | 0.03 | 0.03 | 0.03 |
| 261 | LUXURY | | | | | | |
| | DOLLARS | | | | | | |
| 261A | ALTERNATE | 15219. | 15780. | 16365. | 16989. | 17549. | 18171. |
| 261B | BASELINE | 15216. | 15777. | 16362. | 16968. | 17546. | 18168. |
| 261C | DIFFERENCE | 3. | 3. | 3. | 3. | 3. | 3. |
| 261D | DIFFERENCE | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.01 |
| 321 | TOTAL FOREIGN AUTO PRICES: | | | | | | |
| 341 | SUBCOMPACT | | | | | | |
| | DOLLARS | | | | | | |
| 341A | ALTERNATE | 6455. | 6681. | 6913. | 7155. | 7382. | 7613. |
| 341B | BASELINE | 6456. | 6681. | 6913. | 7154. | 7380. | 7611. |
| 341C | DIFFERENCE | -1. | -0. | 0. | 1. | 1. | 2. |
| 341D | DIFFERENCE | -0.01 | -0.00 | 0.00 | 0.01 | 0.02 | 0.03 |
| 401 | COMPACT | | | | | | |
| | DOLLARS | | | | | | |
| 401A | ALTERNATE | 11532. | 12006. | 12498. | 13009. | 13488. | 13980. |
| 401B | BASELINE | 11521. | 11995. | 12487. | 12998. | 13478. | 13970. |
| 401C | DIFFERENCE | 11. | 11. | 11. | 11. | 11. | 11. |
| 401D | DIFFERENCE | 0.09 | 0.09 | 0.09 | 0.08 | 0.08 | 0.08 |
| 461 | LUXURY | | | | | | |
| | DOLLARS | | | | | | |
| 461A | ALTERNATE | 24371. | 25510. | 26703. | 27950. | 29127. | 30346. |
| 461B | BASELINE | 24368. | 25507. | 26700. | 27947. | 29124. | 30343. |
| 461C | DIFFERENCE | 3. | 3. | 3. | 3. | 3. | 3. |
| 461D | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-----------------------------|------------|--------|--------|--------|--------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 8277, | 8580, | 8901, | 9209, | 9540, | 9885, |
| 61 | DIFFERENCE | 3, | 4, | 5, | 6, | 7, | 8, |
| 71 | DIFFERENCE | 0.04 | 0.05 | 0.05 | 0.06 | 0.07 | 0.08 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 9478, | 9822, | 10187, | 10532, | 10901, | 11283, |
| 111 | BASELINE | 9468, | 9812, | 10176, | 10522, | 10891, | 11273, |
| 121 | DIFFERENCE | 11, | 11, | 10, | 10, | 10, | 10, |
| 131 | DIFFERENCE | 0.11 | 0.11 | 0.10 | 0.10 | 0.09 | 0.09 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 11126, | 11515, | 11929, | 12317, | 12733, | 13164, |
| 171 | BASELINE | 11121, | 11511, | 11924, | 12313, | 12728, | 13160, |
| 181 | DIFFERENCE | 5, | 5, | 5, | 4, | 4, | 4, |
| 191 | DIFFERENCE | 0.04 | 0.04 | 0.04 | 0.04 | 0.03 | 0.03 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 12427, | 12859, | 13317, | 13747, | 14207, | 14685, |
| 231 | BASELINE | 12424, | 12856, | 13314, | 13744, | 14204, | 14682, |
| 241 | DIFFERENCE | 3, | 3, | 3, | 3, | 3, | 3, |
| 251 | DIFFERENCE | 0.03 | 0.03 | 0.02 | 0.02 | 0.02 | 0.02 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | 18810, | 19462, | 20154, | 20801, | 21495, | 22217, |
| 301 | DIFFERENCE | 18808, | 19459, | 20152, | 20799, | 21493, | 22215, |
| 311 | DIFFERENCE | 3, | 2, | 2, | 2, | 2, | 2, |
| 321 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 331 | | | | | | | |
| 341 | SURCOMPACT | | | | | | |
| 351 | ALTERNATE | | | | | | |
| 361 | BASELINE | 7852, | 8097, | 8350, | 8616, | 8890, | 9174, |
| 371 | DIFFERENCE | 7849, | 8093, | 8346, | 8610, | 8883, | 9166, |
| 381 | DIFFERENCE | 3, | 4, | 5, | 6, | 7, | 8, |
| 391 | DIFFERENCE | 0.04 | 0.05 | 0.06 | 0.07 | 0.08 | 0.09 |
| 401 | | | | | | | |
| 411 | COMPACT | | | | | | |
| 421 | ALTERNATE | 14493, | 15021, | 15568, | 16134, | 16719, | 17326, |
| 431 | BASELINE | 14483, | 15010, | 15557, | 16124, | 16709, | 17316, |
| 441 | DIFFERENCE | 11, | 11, | 10, | 10, | 10, | 10, |
| 451 | DIFFERENCE | 0.07 | 0.07 | 0.07 | 0.06 | 0.06 | 0.06 |
| 461 | | | | | | | |
| 471 | LUXURY | | | | | | |
| 481 | ALTERNATE | 31625, | 32952, | 34335, | 35776, | 37274, | 38843, |
| 491 | BASELINE | 31623, | 32949, | 34333, | 35774, | 37272, | 38841, |
| 501 | DIFFERENCE | 3, | 2, | 2, | 2, | 2, | 2, |
| 511 | DIFFERENCE | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | ITEM | 1999 | 2000 |
|-----------------------------|----------------------------|--------|--------|
| TOTAL DOMESTIC AUTO PRICES: | | | |
| 21 | SURCOMPACT | | |
| 21A | ALTERNATE | | |
| 21B | BASELINE | 10230, | 10612, |
| 21C | DIFFERENCE | 9, | 10, |
| 21D | DIFFERENCE | 0.09 | 0.10 |
| 81 | COMPACT | | |
| 81A | ALTERNATE | 11672, | 12078, |
| 81B | BASELINE | 11662, | 12068, |
| 81C | DIFFERENCE | 10, | 10, |
| 81D | DIFFERENCE | 0.08 | 0.08 |
| 141 | MID-SIZE | | |
| 141A | ALTERNATE | 13601, | 14050, |
| 141B | BASELINE | 13597, | 14054, |
| 141C | DIFFERENCE | 4, | 4, |
| 141D | DIFFERENCE | 0.03 | 0.03 |
| 201 | FULL SIZE | | |
| 201A | ALTERNATE | 15170, | 15676, |
| 201B | BASELINE | 15167, | 15673, |
| 201C | DIFFERENCE | 3, | 3, |
| 201D | DIFFERENCE | 0.02 | 0.02 |
| 261 | LUXURY | | |
| 261A | ALTERNATE | 22948, | 23713, |
| 261B | BASELINE | 22946, | 23711, |
| 261C | DIFFERENCE | 2, | 2, |
| 261D | DIFFERENCE | 0.01 | 0.01 |
| 321 | TOTAL FOREIGN AUTO PRICES: | | |
| 341 | SURCOMPACT | | |
| 341A | ALTERNATE | | |
| 341B | BASELINE | 9469, | 9779, |
| 341C | DIFFERENCE | 9, | 9768, |
| 341D | DIFFERENCE | 0.10 | 10, |
| 341E | DIFFERENCE | 0.10 | 0.11 |
| 401 | COMPACT | | |
| 401A | ALTERNATE | 17954, | 18605, |
| 401B | BASELINE | 17944, | 18596, |
| 401C | DIFFERENCE | 10, | 10, |
| 401D | DIFFERENCE | 0.05 | 0.05 |
| 461 | LUXURY | | |
| 461A | ALTERNATE | 40475, | 42180, |
| 461B | BASELINE | 40473, | 42178, |
| 461C | DIFFERENCE | 2, | 2, |
| 461D | DIFFERENCE | 0.00 | 0.00 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOTIONAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| | TRAVERAGE WHOLESALE PRICE | | | | | | |
| 11 | 11AVERAGE | 2009.33 | 2150.65 | 2194.86 | 2369.09 | 2589.00 | 2765.11 |
| 12 | 12ALTERNATE | 2009.33 | 2150.65 | 2200.92 | 2367.88 | 2576.64 | 2752.71 |
| 13 | 13BASELINE | 0.0 | 0.0 | -6.06 | 1.21 | 12.37 | 12.40 |
| 14 | 14DIFFERENCE | 0.0 | 0.0 | -0.28 | 0.05 | 0.48 | 0.45 |
| 15 | 15% DIFFERENCE | | | | | | |
| 61 | | | | | | | |
| 71 | | | | | | | |
| 91 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| | RATIO | | | | | | |
| 101 | 101 SUBCOMPACT | | | | | | |
| 111 | 111ALTERNATE | 0.874 | 0.856 | 0.774 | 0.763 | 0.801 | 0.813 |
| 121 | 121BASELINE | 0.874 | 0.856 | 0.786 | 0.776 | 0.798 | 0.806 |
| 131 | 131DIFFERENCE | 0.0 | 0.0 | -0.011 | -0.013 | 0.003 | 0.007 |
| 141 | 141% DIFFERENCE | 0.0 | 0.0 | -1.45 | -1.66 | 0.38 | 0.85 |
| 151 | | | | | | | |
| 161 | 161 COMPACT | | | | | | |
| 171 | 171ALTERNATE | 0.825 | 0.746 | 0.697 | 0.696 | 0.727 | 0.728 |
| 181 | 181BASELINE | 0.825 | 0.746 | 0.705 | 0.704 | 0.724 | 0.723 |
| 191 | 191DIFFERENCE | 0.0 | 0.0 | -0.008 | -0.008 | 0.003 | 0.005 |
| 201 | 201% DIFFERENCE | 0.0 | 0.0 | -1.10 | -1.14 | 0.36 | 0.74 |
| 211 | | | | | | | |
| 221 | 221 MID-SIZE | | | | | | |
| 231 | 231ALTERNATE | 0.636 | 0.697 | 0.626 | 0.627 | 0.644 | 0.655 |
| 241 | 241BASELINE | 0.636 | 0.697 | 0.629 | 0.631 | 0.643 | 0.653 |
| 251 | 251DIFFERENCE | 0.0 | 0.0 | -0.004 | -0.004 | 0.001 | 0.002 |
| 261 | 261% DIFFERENCE | 0.0 | 0.0 | -0.57 | -0.57 | 0.15 | 0.33 |
| 271 | | | | | | | |
| 281 | 281 FULL SIZE | | | | | | |
| 291 | 291ALTERNATE | 0.648 | 0.691 | 0.578 | 0.558 | 0.607 | 0.629 |
| 301 | 301BASELINE | 0.648 | 0.691 | 0.592 | 0.573 | 0.604 | 0.621 |
| 311 | 311DIFFERENCE | 0.0 | 0.0 | -0.013 | -0.015 | 0.004 | 0.008 |
| 321 | 321% DIFFERENCE | 0.0 | 0.0 | -2.25 | -2.54 | 0.59 | 1.35 |
| 331 | | | | | | | |
| 341 | 341 LUXURY | | | | | | |
| 351 | 351ALTERNATE | 0.716 | 0.738 | 0.682 | 0.670 | 0.696 | 0.708 |
| 361 | 361BASELINE | 0.716 | 0.738 | 0.689 | 0.678 | 0.694 | 0.703 |
| 371 | 371DIFFERENCE | 0.0 | 0.0 | -0.007 | -0.008 | 0.002 | 0.004 |
| 381 | 381% DIFFERENCE | 0.0 | 0.0 | -1.02 | -1.15 | 0.27 | 0.64 |
| 391 | | | | | | | |
| 401 | | | | | | | |
| 411 | 411TOTAL USED CARS PURCHASED | 16.89 | 18.95 | 15.70 | 14.96 | 16.69 | 17.74 |
| 421 | 421ALTERNATE | 16.89 | 18.95 | 15.50 | 15.41 | 16.52 | 17.34 |
| 431 | 431BASELINE | 0.0 | 0.0 | 0.20 | -0.45 | 0.16 | 0.40 |
| 441 | 441DIFFERENCE | 0.0 | 0.0 | 1.50 | -2.90 | 0.97 | 2.28 |
| 451 | 451% DIFFERENCE | | | | | | |

TABLE 5.13 USED CAR MARKET

| TYPE | ITEM | PRICE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------|------------------------------------|-------|---------|---------|---------|---------|---------|---------|
| DOLLARS | | | | | | | | |
| 1 | 11AVERAGE WHOLESALE PRICE | | | | | | | |
| | 21ALTERNATE | | 2879.00 | 2991.58 | 3134.13 | 3259.75 | 3373.24 | 3509.82 |
| | 31BASELINE | | 2873.15 | 2989.37 | 3133.36 | 3258.97 | 3371.51 | 3506.83 |
| | 41DIFFERENCE | | 5.85 | 2.20 | 0.77 | 0.78 | 1.73 | 2.99 |
| | 51% DIFFERENCE | | 0.20 | 0.07 | 0.02 | 0.02 | 0.05 | 0.09 |
| 2 | 21AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 31ALTERNATE | | | | | | | |
| | 41BASELINE | | | | | | | |
| | 51DIFFERENCE | | | | | | | |
| | 61% DIFFERENCE | | | | | | | |
| 3 | 31AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 41ALTERNATE | | 0.792 | 0.784 | 0.804 | 0.815 | 0.814 | 0.819 |
| | 51BASELINE | | 0.788 | 0.782 | 0.803 | 0.813 | 0.813 | 0.819 |
| | 61DIFFERENCE | | 0.004 | 0.002 | 0.001 | 0.001 | 0.001 | 0.001 |
| | 71% DIFFERENCE | | 0.47 | 0.25 | 0.18 | 0.17 | 0.15 | 0.07 |
| 4 | 41AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 51ALTERNATE | | | | | | | |
| | 61BASELINE | | | | | | | |
| | 71DIFFERENCE | | | | | | | |
| | 81% DIFFERENCE | | | | | | | |
| 5 | 51AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 61ALTERNATE | | 0.702 | 0.692 | 0.710 | 0.715 | 0.714 | 0.719 |
| | 71BASELINE | | 0.699 | 0.691 | 0.709 | 0.714 | 0.713 | 0.719 |
| | 81DIFFERENCE | | 0.003 | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 |
| | 91% DIFFERENCE | | 0.34 | 0.20 | 0.14 | 0.15 | 0.12 | 0.05 |
| 6 | 61AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 71ALTERNATE | | | | | | | |
| | 81BASELINE | | | | | | | |
| | 91DIFFERENCE | | | | | | | |
| | 101% DIFFERENCE | | | | | | | |
| 7 | 71AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 81ALTERNATE | | 0.654 | 0.649 | 0.655 | 0.660 | 0.659 | 0.662 |
| | 91BASELINE | | 0.653 | 0.649 | 0.654 | 0.659 | 0.658 | 0.662 |
| | 101DIFFERENCE | | 0.001 | 0.001 | 0.000 | 0.000 | 0.000 | 0.000 |
| | 111% DIFFERENCE | | 0.17 | 0.08 | 0.06 | 0.07 | 0.06 | 0.03 |
| 8 | 81AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 91ALTERNATE | | 0.617 | 0.606 | 0.627 | 0.643 | 0.643 | 0.647 |
| | 101BASELINE | | 0.613 | 0.604 | 0.625 | 0.641 | 0.642 | 0.647 |
| | 111DIFFERENCE | | 0.004 | 0.002 | 0.002 | 0.002 | 0.001 | 0.001 |
| | 121% DIFFERENCE | | 0.70 | 0.38 | 0.28 | 0.28 | 0.23 | 0.11 |
| 9 | 91AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 101ALTERNATE | | | | | | | |
| | 111BASELINE | | | | | | | |
| | 121DIFFERENCE | | | | | | | |
| | 131% DIFFERENCE | | | | | | | |
| 10 | 101AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 111ALTERNATE | | 0.701 | 0.696 | 0.707 | 0.715 | 0.715 | 0.717 |
| | 121BASELINE | | 0.699 | 0.694 | 0.706 | 0.714 | 0.714 | 0.717 |
| | 131DIFFERENCE | | 0.002 | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 |
| | 141% DIFFERENCE | | 0.32 | 0.17 | 0.13 | 0.13 | 0.11 | 0.05 |
| 11 | 111AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 121ALTERNATE | | | | | | | |
| | 131BASELINE | | | | | | | |
| | 141DIFFERENCE | | | | | | | |
| | 151% DIFFERENCE | | | | | | | |
| 12 | 121AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 131ALTERNATE | | | | | | | |
| | 141BASELINE | | | | | | | |
| | 151DIFFERENCE | | | | | | | |
| | 161% DIFFERENCE | | | | | | | |
| 13 | 131AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 141ALTERNATE | | | | | | | |
| | 151BASELINE | | | | | | | |
| | 161DIFFERENCE | | | | | | | |
| | 171% DIFFERENCE | | | | | | | |
| 14 | 141AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 151ALTERNATE | | | | | | | |
| | 161BASELINE | | | | | | | |
| | 171DIFFERENCE | | | | | | | |
| | 181% DIFFERENCE | | | | | | | |
| 15 | 151AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 161ALTERNATE | | | | | | | |
| | 171BASELINE | | | | | | | |
| | 181DIFFERENCE | | | | | | | |
| | 191% DIFFERENCE | | | | | | | |
| 16 | 161AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 171ALTERNATE | | | | | | | |
| | 181BASELINE | | | | | | | |
| | 191DIFFERENCE | | | | | | | |
| | 201% DIFFERENCE | | | | | | | |
| 17 | 171AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 181ALTERNATE | | | | | | | |
| | 191BASELINE | | | | | | | |
| | 201DIFFERENCE | | | | | | | |
| | 211% DIFFERENCE | | | | | | | |
| 18 | 181AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 191ALTERNATE | | | | | | | |
| | 201BASELINE | | | | | | | |
| | 211DIFFERENCE | | | | | | | |
| | 221% DIFFERENCE | | | | | | | |
| 19 | 191AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 201ALTERNATE | | | | | | | |
| | 211BASELINE | | | | | | | |
| | 221DIFFERENCE | | | | | | | |
| | 231% DIFFERENCE | | | | | | | |
| 20 | 201AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 211ALTERNATE | | | | | | | |
| | 221BASELINE | | | | | | | |
| | 231DIFFERENCE | | | | | | | |
| | 241% DIFFERENCE | | | | | | | |
| 21 | 211AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 221ALTERNATE | | | | | | | |
| | 231BASELINE | | | | | | | |
| | 241DIFFERENCE | | | | | | | |
| | 251% DIFFERENCE | | | | | | | |
| 22 | 221AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 231ALTERNATE | | | | | | | |
| | 241BASELINE | | | | | | | |
| | 251DIFFERENCE | | | | | | | |
| | 261% DIFFERENCE | | | | | | | |
| 23 | 231AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 241ALTERNATE | | | | | | | |
| | 251BASELINE | | | | | | | |
| | 261DIFFERENCE | | | | | | | |
| | 271% DIFFERENCE | | | | | | | |
| 24 | 241AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 251ALTERNATE | | | | | | | |
| | 261BASELINE | | | | | | | |
| | 271DIFFERENCE | | | | | | | |
| | 281% DIFFERENCE | | | | | | | |
| 25 | 251AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 261ALTERNATE | | | | | | | |
| | 271BASELINE | | | | | | | |
| | 281DIFFERENCE | | | | | | | |
| | 291% DIFFERENCE | | | | | | | |
| 26 | 261AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 271ALTERNATE | | | | | | | |
| | 281BASELINE | | | | | | | |
| | 291DIFFERENCE | | | | | | | |
| | 301% DIFFERENCE | | | | | | | |
| 27 | 271AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 281ALTERNATE | | | | | | | |
| | 291BASELINE | | | | | | | |
| | 301DIFFERENCE | | | | | | | |
| | 311% DIFFERENCE | | | | | | | |
| 28 | 281AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 291ALTERNATE | | | | | | | |
| | 301BASELINE | | | | | | | |
| | 311DIFFERENCE | | | | | | | |
| | 321% DIFFERENCE | | | | | | | |
| 29 | 291AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 301ALTERNATE | | | | | | | |
| | 311BASELINE | | | | | | | |
| | 321DIFFERENCE | | | | | | | |
| | 331% DIFFERENCE | | | | | | | |
| 30 | 301AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 311ALTERNATE | | | | | | | |
| | 321BASELINE | | | | | | | |
| | 331DIFFERENCE | | | | | | | |
| | 341% DIFFERENCE | | | | | | | |
| 31 | 311AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 321ALTERNATE | | | | | | | |
| | 331BASELINE | | | | | | | |
| | 341DIFFERENCE | | | | | | | |
| | 351% DIFFERENCE | | | | | | | |
| 32 | 321AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 331ALTERNATE | | | | | | | |
| | 341BASELINE | | | | | | | |
| | 351DIFFERENCE | | | | | | | |
| | 361% DIFFERENCE | | | | | | | |
| 33 | 331AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 341ALTERNATE | | | | | | | |
| | 351BASELINE | | | | | | | |
| | 361DIFFERENCE | | | | | | | |
| | 371% DIFFERENCE | | | | | | | |
| 34 | 341AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 351ALTERNATE | | | | | | | |
| | 361BASELINE | | | | | | | |
| | 371DIFFERENCE | | | | | | | |
| | 381% DIFFERENCE | | | | | | | |
| 35 | 351AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 361ALTERNATE | | | | | | | |
| | 371BASELINE | | | | | | | |
| | 381DIFFERENCE | | | | | | | |
| | 391% DIFFERENCE | | | | | | | |
| 36 | 361AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 371ALTERNATE | | | | | | | |
| | 381BASELINE | | | | | | | |
| | 391DIFFERENCE | | | | | | | |
| | 401% DIFFERENCE | | | | | | | |
| 37 | 371AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 381ALTERNATE | | | | | | | |
| | 391BASELINE | | | | | | | |
| | 401DIFFERENCE | | | | | | | |
| | 411% DIFFERENCE | | | | | | | |
| 38 | 381AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 391ALTERNATE | | | | | | | |
| | 401BASELINE | | | | | | | |
| | 411DIFFERENCE | | | | | | | |
| | 421% DIFFERENCE | | | | | | | |
| 39 | 391AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 401ALTERNATE | | | | | | | |
| | 411BASELINE | | | | | | | |
| | 421DIFFERENCE | | | | | | | |
| | 431% DIFFERENCE | | | | | | | |
| 40 | 401AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 411ALTERNATE | | | | | | | |
| | 421BASELINE | | | | | | | |
| | 431DIFFERENCE | | | | | | | |
| | 441% DIFFERENCE | | | | | | | |
| 41 | 411AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 421ALTERNATE | | | | | | | |
| | 431BASELINE | | | | | | | |
| | 441DIFFERENCE | | | | | | | |
| | 451% DIFFERENCE | | | | | | | |
| 42 | 421AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 431ALTERNATE | | | | | | | |
| | 441BASELINE | | | | | | | |
| | 451DIFFERENCE | | | | | | | |
| | 461% DIFFERENCE | | | | | | | |
| 43 | 431AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 441ALTERNATE | | | | | | | |
| | 451BASELINE | | | | | | | |
| | 461DIFFERENCE | | | | | | | |
| | 471% DIFFERENCE | | | | | | | |
| 44 | 441AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 451ALTERNATE | | | | | | | |
| | 461BASELINE | | | | | | | |
| | 471DIFFERENCE | | | | | | | |
| | 481% DIFFERENCE | | | | | | | |
| 45 | 451AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 461ALTERNATE | | | | | | | |
| | 471BASELINE | | | | | | | |
| | 481DIFFERENCE | | | | | | | |
| | 491% DIFFERENCE | | | | | | | |
| 46 | 461AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 471ALTERNATE | | | | | | | |
| | 481BASELINE | | | | | | | |
| | 491DIFFERENCE | | | | | | | |
| | 501% DIFFERENCE | | | | | | | |
| 47 | 471AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 481ALTERNATE | | | | | | | |
| | 491BASELINE | | | | | | | |
| | 501DIFFERENCE | | | | | | | |
| | 511% DIFFERENCE | | | | | | | |
| 48 | 481AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 491ALTERNATE | | | | | | | |
| | 501BASELINE | | | | | | | |
| | 511DIFFERENCE | | | | | | | |
| | 521% DIFFERENCE | | | | | | | |
| 49 | 491AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 501ALTERNATE | | | | | | | |
| | 511BASELINE | | | | | | | |
| | 521DIFFERENCE | | | | | | | |
| | 531% DIFFERENCE | | | | | | | |
| 50 | 501AVERAGE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| | 511ALTERNATE | | | | | | | |

TABLE 3.13 USED CAR MARKET

| LINE | TYPE | 1967 | 1968 | 1969 | 1970 | 1971 | 1972 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | | | | | | |
| 2 | 11 ALTERNATE | 3648.78 | 3788.06 | 3936.56 | 4097.41 | 4259.27 | 4429.15 |
| 3 | 11 BASELINE | 3644.02 | 3783.37 | 3931.39 | 4091.69 | 4252.05 | 4422.61 |
| 4 | 11 DIFFERENCE | 4.76 | 4.69 | 5.17 | 5.72 | 6.22 | 6.55 |
| 5 | 12 DIFFERENCE | 0.11 | 0.12 | 0.13 | 0.14 | 0.15 | 0.15 |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 9 | | | | | | | |
| 10 | 10 SUBCOMPACT | | | | | | |
| 11 | 11 ALTERNATE | 0.823 | 0.819 | 0.812 | 0.805 | 0.804 | 0.808 |
| 12 | 11 BASELINE | 0.823 | 0.820 | 0.813 | 0.806 | 0.805 | 0.809 |
| 13 | 11 DIFFERENCE | -0.000 | -0.001 | -0.001 | -0.001 | -0.001 | -0.000 |
| 14 | 12 DIFFERENCE | -0.02 | -0.10 | -0.15 | -0.16 | -0.13 | -0.06 |
| 15 | | | | | | | |
| 16 | 10 COMPACT | | | | | | |
| 17 | 11 ALTERNATE | 0.722 | 0.718 | 0.713 | 0.708 | 0.705 | 0.708 |
| 18 | 11 BASELINE | 0.722 | 0.719 | 0.714 | 0.709 | 0.706 | 0.709 |
| 19 | 11 DIFFERENCE | -0.000 | -0.001 | -0.001 | -0.001 | -0.001 | -0.000 |
| 20 | 12 DIFFERENCE | -0.03 | -0.10 | -0.14 | -0.15 | -0.12 | -0.06 |
| 21 | | | | | | | |
| 22 | 21 MID-SIZE | | | | | | |
| 23 | 21 ALTERNATE | 0.663 | 0.662 | 0.659 | 0.658 | 0.656 | 0.659 |
| 24 | 21 BASELINE | 0.663 | 0.662 | 0.659 | 0.658 | 0.657 | 0.659 |
| 25 | 21 DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 26 | 21 DIFFERENCE | -0.01 | -0.04 | -0.06 | -0.06 | -0.05 | -0.02 |
| 27 | | | | | | | |
| 28 | 21 FULL SIZE | | | | | | |
| 29 | 21 ALTERNATE | 0.652 | 0.648 | 0.639 | 0.631 | 0.632 | 0.636 |
| 30 | 21 BASELINE | 0.653 | 0.649 | 0.641 | 0.633 | 0.634 | 0.637 |
| 31 | 21 DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.002 | -0.001 | -0.001 |
| 32 | 21 DIFFERENCE | -0.03 | -0.15 | -0.23 | -0.24 | -0.19 | -0.09 |
| 33 | | | | | | | |
| 34 | 31 LUXURY | | | | | | |
| 35 | 31 ALTERNATE | 0.720 | 0.717 | 0.713 | 0.708 | 0.709 | 0.711 |
| 36 | 31 BASELINE | 0.720 | 0.718 | 0.713 | 0.709 | 0.710 | 0.712 |
| 37 | 31 DIFFERENCE | -0.000 | -0.001 | -0.001 | -0.001 | -0.001 | -0.000 |
| 38 | 31 DIFFERENCE | -0.02 | -0.08 | -0.11 | -0.12 | -0.09 | -0.04 |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | 41 TOTAL USED CARS PURCHASED | | | | | | |
| 42 | 41 ALTERNATE | 19.61 | 19.66 | 19.60 | 19.63 | 19.65 | 20.04 |
| 43 | 41 BASELINE | 19.61 | 19.61 | 19.63 | 19.65 | 19.67 | 20.04 |
| 44 | 41 DIFFERENCE | -0.00 | -0.02 | -0.03 | -0.02 | -0.01 | 0.01 |
| 45 | 41 DIFFERENCE | -0.02 | -0.11 | -0.14 | -0.12 | -0.06 | 0.03 |

TABLE 3.13 USED CAR MARKET

| LINE | Y T F M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-------------------------------|---------------------------|---------|---------|---------|---------|---------|---------|
| AVERAGE WHOLESALE PRICE | | | | | | | |
| DOLLARS | | | | | | | |
| 111 | ALTERNATE | 4594.79 | 4760.64 | 4935.19 | 5108.61 | 5288.80 | 5478.26 |
| 112 | BASELINE | 4584.36 | 4754.64 | 4929.76 | 5103.71 | 5284.11 | 5473.54 |
| 113 | DIFFERENCE | 5.43 | 6.00 | 5.43 | 4.89 | 4.68 | 4.72 |
| 114 | DIFFERENCE | 0.14 | 0.13 | 0.11 | 0.10 | 0.09 | 0.09 |
| 61 | | | | | | | |
| 71 | | | | | | | |
| PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | | |
| RATIO | | | | | | | |
| 101 | SUBCOMPACT | | | | | | |
| 111 | ALTERNATE | 0.810 | 0.809 | 0.809 | 0.809 | 0.810 | 0.812 |
| 112 | BASELINE | 0.810 | 0.809 | 0.809 | 0.809 | 0.810 | 0.812 |
| 113 | DIFFERENCE | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 | 0.000 |
| 114 | DIFFERENCE | 0.01 | 0.06 | 0.08 | 0.08 | 0.07 | 0.04 |
| 151 | | | | | | | |
| 161 | COMPACT | | | | | | |
| 171 | ALTERNATE | 0.710 | 0.709 | 0.709 | 0.707 | 0.708 | 0.710 |
| 181 | BASELINE | 0.710 | 0.708 | 0.709 | 0.707 | 0.708 | 0.710 |
| 191 | DIFFERENCE | -0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 201 | DIFFERENCE | -0.00 | 0.04 | 0.06 | 0.06 | 0.05 | 0.03 |
| 211 | | | | | | | |
| 221 | MID-SIZE | | | | | | |
| 231 | ALTERNATE | 0.659 | 0.659 | 0.658 | 0.659 | 0.659 | 0.660 |
| 241 | BASELINE | 0.659 | 0.659 | 0.658 | 0.659 | 0.659 | 0.659 |
| 251 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 261 | DIFFERENCE | 0.00 | 0.02 | 0.03 | 0.03 | 0.03 | 0.01 |
| 271 | | | | | | | |
| 281 | FULL SIZE | | | | | | |
| 291 | ALTERNATE | 0.639 | 0.638 | 0.638 | 0.640 | 0.640 | 0.642 |
| 301 | BASELINE | 0.639 | 0.638 | 0.637 | 0.639 | 0.640 | 0.642 |
| 311 | DIFFERENCE | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 |
| 321 | DIFFERENCE | 0.01 | 0.09 | 0.13 | 0.13 | 0.10 | 0.06 |
| 331 | | | | | | | |
| 341 | LUXURY | | | | | | |
| 351 | ALTERNATE | 0.713 | 0.712 | 0.712 | 0.713 | 0.713 | 0.714 |
| 361 | BASELINE | 0.713 | 0.712 | 0.711 | 0.713 | 0.713 | 0.714 |
| 371 | DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 381 | DIFFERENCE | 0.00 | 0.04 | 0.06 | 0.06 | 0.05 | 0.03 |
| 391 | | | | | | | |
| 401 | | | | | | | |
| TOTAL USED CARS PURCHASED | | | | | | | |
| MILL AUTOS | | | | | | | |
| 411 | TOTAL USED CARS PURCHASED | 20.34 | 20.46 | 20.55 | 20.76 | 20.84 | 21.08 |
| 421 | ALTERNATE | 20.32 | 20.43 | 20.51 | 20.72 | 20.82 | 21.06 |
| 431 | BASELINE | 20.32 | 20.43 | 20.51 | 20.72 | 20.82 | 21.06 |
| 441 | DIFFERENCE | 0.02 | 0.03 | 0.04 | 0.03 | 0.02 | 0.02 |
| 451 | DIFFERENCE | 0.11 | 0.16 | 0.17 | 0.15 | 0.12 | 0.08 |

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1999 | | 2000 | |
|------|-------------------------------|-----------------|---------|-----------|--|
| | | WHOLESALE PRICE | | MIL AUTOS | |
| 11 | AVERAGE WHOLESALE PRICE | | | | |
| 21 | ALTERNATE | 5671.46 | 5873.56 | | |
| 31 | BASELINE | 5666.34 | 5867.92 | | |
| 41 | DIFFERENCE | 5.12 | 5.64 | | |
| 51 | % DIFFERENCE | 0.09 | 0.10 | | |
| 61 | | | | | |
| 71 | | | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | |
| 91 | | | | | |
| 101 | SUBCOMPACT | | | | |
| 111 | ALTERNATE | 0.812 | 0.811 | | |
| 121 | BASELINE | 0.812 | 0.812 | | |
| 131 | DIFFERENCE | 0.000 | -0.000 | | |
| 141 | % DIFFERENCE | 0.01 | -0.01 | | |
| 151 | | | | | |
| 161 | COMPACT | | | | |
| 171 | ALTERNATE | 0.709 | 0.709 | | |
| 181 | BASELINE | 0.709 | 0.709 | | |
| 191 | DIFFERENCE | 0.000 | -0.000 | | |
| 201 | % DIFFERENCE | 0.00 | -0.02 | | |
| 211 | | | | | |
| 221 | MID-SIZE | | | | |
| 231 | ALTERNATE | 0.660 | 0.660 | | |
| 241 | BASELINE | 0.660 | 0.660 | | |
| 251 | DIFFERENCE | 0.000 | -0.000 | | |
| 261 | % DIFFERENCE | 0.01 | -0.00 | | |
| 271 | | | | | |
| 281 | FULL SIZE | | | | |
| 291 | ALTERNATE | 0.643 | 0.642 | | |
| 301 | BASELINE | 0.643 | 0.642 | | |
| 311 | DIFFERENCE | 0.000 | -0.000 | | |
| 321 | % DIFFERENCE | 0.02 | -0.01 | | |
| 331 | | | | | |
| 341 | LUXURY | | | | |
| 351 | ALTERNATE | 0.714 | 0.714 | | |
| 361 | BASELINE | 0.714 | 0.714 | | |
| 371 | DIFFERENCE | 0.000 | -0.000 | | |
| 381 | % DIFFERENCE | 0.01 | -0.01 | | |
| 391 | | | | | |
| 401 | | | | | |
| 411 | TOTAL USED CARS PURCHASED | 21.23 | 21.28 | | |
| 421 | ALTERNATE | 21.22 | 21.28 | | |
| 431 | BASELINE | 0.01 | 0.00 | | |
| 441 | DIFFERENCE | 0.04 | 0.02 | | |
| 451 | % DIFFERENCE | | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 ALPHA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE MONTHLY PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | LISTED SHARES IN STOCK | | | | | | |
| 2 | INCOME RECONCILING SUB TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | | | | | | |
| 5 | ALTERNATE | 0.4246 | 0.4080 | 0.3922 | 0.3885 | 0.3928 | 0.3983 |
| 6 | BASELINE | 0.4246 | 0.4080 | 0.3948 | 0.3898 | 0.3929 | 0.3975 |
| 7 | DIFFERENCE | 0.0 | 0.0 | -0.0027 | -0.0013 | -0.0009 | 0.0009 |
| 8 | % DIFFERENCE | 0.0 | 0.0 | -0.68 | -0.34 | -0.03 | 0.21 |
| 9 | | | | | | | |
| 10 | MID-SIZE | | | | | | |
| 11 | ALTERNATE | 0.2315 | 0.2352 | 0.2358 | 0.2362 | 0.2369 | 0.2360 |
| 12 | BASELINE | 0.2315 | 0.2352 | 0.2358 | 0.2364 | 0.2372 | 0.2364 |
| 13 | DIFFERENCE | 0.0 | 0.0 | 0.0000 | -0.0001 | -0.0003 | -0.0004 |
| 14 | % DIFFERENCE | 0.0 | 0.0 | 0.00 | -0.06 | -0.12 | -0.17 |
| 15 | | | | | | | |
| 16 | FULL SIZE | | | | | | |
| 17 | ALTERNATE | 0.2418 | 0.2786 | 0.3035 | 0.3080 | 0.2982 | 0.2888 |
| 18 | BASELINE | 0.2418 | 0.2786 | 0.3005 | 0.3071 | 0.2993 | 0.2913 |
| 19 | DIFFERENCE | 0.0 | 0.0 | 0.0030 | 0.0009 | -0.0011 | -0.0025 |
| 20 | % DIFFERENCE | 0.0 | 0.0 | 0.99 | 0.30 | -0.35 | -0.86 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | ALTERNATE | 0.0901 | 0.0900 | 0.0903 | 0.0908 | 0.0919 | 0.0930 |
| 24 | BASELINE | 0.0901 | 0.0900 | 0.0900 | 0.0903 | 0.0912 | 0.0921 |
| 25 | DIFFERENCE | 0.0 | 0.0 | 0.0003 | 0.0005 | 0.0007 | 0.0009 |
| 26 | % DIFFERENCE | 0.0 | 0.0 | 0.29 | 0.54 | 0.77 | 0.94 |
| 27 | | | | | | | |
| 28 | TOTAL | | | | | | |
| 29 | ALTERNATE | 0.9880 | 1.0118 | 1.0217 | 1.0235 | 1.0198 | 1.0161 |
| 30 | BASELINE | 0.9880 | 1.0118 | 1.0211 | 1.0236 | 1.0206 | 1.0173 |
| 31 | DIFFERENCE | 0.0 | 0.0 | 0.0006 | -0.0001 | -0.0007 | -0.0012 |
| 32 | % DIFFERENCE | 0.0 | 0.0 | 0.06 | -0.01 | -0.07 | -0.12 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | UNADJUSTED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | | | | | | |
| 5 | BASELINE | 0.3821 | 0.3800 | 0.3781 | 0.3766 | 0.3753 | 0.3731 |
| 6 | BASELINE | 0.3812 | 0.3793 | 0.3775 | 0.3761 | 0.3750 | 0.3729 |
| 7 | DIFFERENCE | 0.0008 | 0.0007 | 0.0006 | 0.0004 | 0.0003 | 0.0002 |
| 8 | % DIFFERENCE | 0.22 | 0.19 | 0.15 | 0.12 | 0.08 | 0.04 |
| 9 | | | | | | | |
| 10 | MID-SIZE | | | | | | |
| 11 | BASELINE | 0.2371 | 0.2367 | 0.2363 | 0.2365 | 0.2354 | 0.2356 |
| 12 | BASELINE | 0.2374 | 0.2370 | 0.2366 | 0.2368 | 0.2357 | 0.2359 |
| 13 | DIFFERENCE | -0.0004 | -0.0003 | -0.0003 | -0.0003 | -0.0003 | -0.0003 |
| 14 | % DIFFERENCE | -0.15 | -0.14 | -0.14 | -0.13 | -0.12 | -0.11 |
| 15 | | | | | | | |
| 16 | FULL SIZE | | | | | | |
| 17 | BASELINE | 0.2950 | 0.2926 | 0.2904 | 0.2868 | 0.2852 | 0.2819 |
| 18 | BASELINE | 0.2975 | 0.2948 | 0.2925 | 0.2886 | 0.2867 | 0.2832 |
| 19 | DIFFERENCE | -0.0024 | -0.0022 | -0.0020 | -0.0018 | -0.0016 | -0.0013 |
| 20 | % DIFFERENCE | -0.82 | -0.76 | -0.69 | -0.62 | -0.54 | -0.46 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | BASELINE | 0.0992 | 0.1001 | 0.1011 | 0.1020 | 0.1030 | 0.1040 |
| 24 | BASELINE | 0.0982 | 0.0992 | 0.1001 | 0.1011 | 0.1021 | 0.1031 |
| 25 | DIFFERENCE | 0.0010 | 0.0010 | 0.0009 | 0.0009 | 0.0009 | 0.0009 |
| 26 | % DIFFERENCE | 0.98 | 0.96 | 0.94 | 0.91 | 0.89 | 0.86 |
| 27 | | | | | | | |
| 28 | TOTAL | | | | | | |
| 29 | BASELINE | 1.0133 | 1.0094 | 1.0059 | 1.0019 | 0.9989 | 0.9946 |
| 30 | BASELINE | 1.0144 | 1.0103 | 1.0067 | 1.0027 | 0.9995 | 0.9952 |
| 31 | DIFFERENCE | -0.0010 | -0.0009 | -0.0008 | -0.0007 | -0.0006 | -0.0005 |
| 32 | % DIFFERENCE | -0.10 | -0.09 | -0.08 | -0.07 | -0.06 | -0.05 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|-----------------------------------|----------------------|---------|---------|
| UNLISTED SHARES IN STOCK | | | |
| PERCENTAGE RECONCILING SUM TO 1.0 | | | |
| 31 | SURCOMPACT & COMPACT | | |
| | 31ALTERNATE | 0.3561 | 0.3538 |
| | 31BASELINE | 0.3572 | 0.3551 |
| | 70% DIFFERENCE | -0.0011 | -0.0013 |
| | 81% DIFFERENCE | -0.30 | -0.35 |
| 91 | | | |
| | 101 MID-SIZE | | |
| | 11ALTERNATE | 0.2337 | 0.2342 |
| | 12BASELINE | 0.2338 | 0.2343 |
| | 13% DIFFERENCE | -0.0001 | -0.0001 |
| | 14% DIFFERENCE | -0.04 | -0.04 |
| 151 | | | |
| | 161 FULL SIZE | | |
| | 17ALTERNATE | 0.2749 | 0.2746 |
| | 18BASELINE | 0.2741 | 0.2736 |
| | 19% DIFFERENCE | 0.0007 | 0.0010 |
| | 20% DIFFERENCE | 0.26 | 0.38 |
| 211 | | | |
| | 221 LUXURY | | |
| | 23ALTERNATE | 0.1112 | 0.1121 |
| | 24BASELINE | 0.1105 | 0.1115 |
| | 25% DIFFERENCE | 0.0007 | 0.0007 |
| | 26% DIFFERENCE | 0.64 | 0.61 |
| 271 | | | |
| | 281 TOTAL | | |
| | 29ALTERNATE | 0.9758 | 0.9748 |
| | 30BASELINE | 0.9756 | 0.9744 |
| | 31% DIFFERENCE | 0.0003 | 0.0004 |
| | 32% DIFFERENCE | 0.03 | 0.04 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
 BEFA LONG RUN AUTO MODEL 1975 - 2000
 INCREASE NOMINAL PERSONAL INCOME BY 1% 1977 - 2000

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS

| LINE | TYPE | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--|----------------------|--------|--------|---------|---------|---------|---------|
| REGISTERED SHARES TO BEN REGISTRATIONS | | | | | | | |
| 2URPOSE RECONCILING SHR TO 1.0 | | | | | | | |
| 31 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.5085 | 0.4285 | 0.4130 | 0.4020 | 0.4067 | 0.4136 |
| 61 | BASELINE | 0.5085 | 0.4285 | 0.4172 | 0.4037 | 0.4063 | 0.4115 |
| 71 | DIFFERENCE | 0.0 | 0.0 | -0.0042 | -0.0017 | 0.0005 | 0.0021 |
| 81 | % DIFFERENCE | 0.0 | 0.0 | -1.01 | -0.43 | 0.12 | 0.50 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0.2273 | 0.2846 | 0.2571 | 0.2406 | 0.2285 | 0.2290 |
| 121 | BASELINE | 0.2273 | 0.2846 | 0.2574 | 0.2408 | 0.2287 | 0.2292 |
| 131 | DIFFERENCE | 0.0 | 0.0 | -0.0002 | -0.0003 | -0.0002 | -0.0002 |
| 141 | % DIFFERENCE | 0.0 | 0.0 | -0.10 | -0.11 | -0.09 | -0.09 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0.1490 | 0.1983 | 0.2642 | 0.2966 | 0.2886 | 0.2802 |
| 181 | BASELINE | 0.1490 | 0.1983 | 0.2593 | 0.2951 | 0.2903 | 0.2841 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0049 | 0.0015 | -0.0017 | -0.0039 |
| 201 | % DIFFERENCE | 0.0 | 0.0 | 1.88 | 0.52 | -0.58 | -1.36 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0.0927 | 0.0917 | 0.0915 | 0.0920 | 0.0936 | 0.0951 |
| 241 | BASELINE | 0.0927 | 0.0917 | 0.0910 | 0.0912 | 0.0925 | 0.0938 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0004 | 0.0008 | 0.0011 | 0.0013 |
| 261 | % DIFFERENCE | 0.0 | 0.0 | 0.49 | 0.89 | 1.20 | 1.39 |
| 271 | TOTAL | | | | | | |
| 281 | ALTERNATE | 0.9975 | 1.0031 | 1.0257 | 1.0312 | 1.0174 | 1.0179 |
| 291 | BASELINE | 0.9975 | 1.0031 | 1.0248 | 1.0309 | 1.0178 | 1.0186 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0009 | 0.0003 | -0.0003 | -0.0007 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.09 | 0.03 | -0.03 | -0.07 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--|------|------|------|------|------|------|
| UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 1 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 2 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 3 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 4 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 5 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 6 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 7 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 8 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 9 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 10 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 11 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 12 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 13 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 14 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 16 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 17 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 18 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 19 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 20 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 21 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 22 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 23 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 24 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 25 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 26 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 27 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 28 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 29 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 30 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 31 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |
| 32 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED | | | | | | |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------------------------------------|----------------------|---------|---------|---------|---------|---------|---------|
| LISTED SHARES IN NEW REGISTRATIONS | | | | | | | |
| BEFORE RECONCILING SUM TO 1.0 | | | | | | | |
| 31 | SUBCOMPACT & COMPACT | | | | | | |
| 41 | ALTERNATE | 0.3915 | 0.3917 | 0.3918 | 0.3928 | 0.3935 | 0.3933 |
| 51 | BASELINE | 0.3901 | 0.3908 | 0.3911 | 0.3923 | 0.3932 | 0.3932 |
| 61 | DIFFERENCE | 0.0012 | 0.0010 | 0.0007 | 0.0005 | 0.0003 | 0.0001 |
| 91 | 91% DIFFERENCE | 0.31 | 0.25 | 0.19 | 0.13 | 0.08 | 0.02 |
| MID-SIZE | | | | | | | |
| 101 | ALTERNATE | 0.2367 | 0.2382 | 0.2392 | 0.2413 | 0.2399 | 0.2419 |
| 111 | BASELINE | 0.2368 | 0.2383 | 0.2393 | 0.2414 | 0.2401 | 0.2429 |
| 131 | DIFFERENCE | -0.0002 | -0.0001 | -0.0001 | -0.0001 | -0.0001 | -0.0001 |
| 141 | DIFFERENCE | -0.06 | -0.06 | -0.05 | -0.05 | -0.05 | -0.05 |
| FULL SIZE | | | | | | | |
| 161 | ALTERNATE | 0.2942 | 0.2905 | 0.2877 | 0.2829 | 0.2818 | 0.2787 |
| 171 | BASELINE | 0.2962 | 0.2920 | 0.2889 | 0.2838 | 0.2825 | 0.2792 |
| 191 | DIFFERENCE | -0.0020 | -0.0016 | -0.0013 | -0.0010 | -0.0008 | -0.0005 |
| 201 | DIFFERENCE | -0.66 | -0.54 | -0.44 | -0.35 | -0.27 | -0.19 |
| LUXURY | | | | | | | |
| 221 | ALTERNATE | 0.1024 | 0.1034 | 0.1044 | 0.1053 | 0.1063 | 0.1073 |
| 231 | BASELINE | 0.1015 | 0.1025 | 0.1035 | 0.1045 | 0.1055 | 0.1065 |
| 251 | DIFFERENCE | 0.0009 | 0.0009 | 0.0009 | 0.0009 | 0.0008 | 0.0008 |
| 261 | DIFFERENCE | 0.93 | 0.88 | 0.85 | 0.82 | 0.80 | 0.79 |
| 271 | TOTAL | | | | | | |
| 281 | ALTERNATE | 1.0246 | 1.0238 | 1.0231 | 1.0223 | 1.0215 | 1.0212 |
| 301 | BASELINE | 1.0246 | 1.0236 | 1.0229 | 1.0220 | 1.0212 | 1.0209 |
| 311 | DIFFERENCE | 0.0001 | 0.0002 | 0.0002 | 0.0003 | 0.0003 | 0.0003 |
| 321 | DIFFERENCE | 0.01 | 0.01 | 0.02 | 0.02 | 0.03 | 0.03 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--|----------------------|---------|---------|---------|---------|---------|---------|
| UNDESIGNED SHARES IN NEW REGISTRATIONS | | | | | | | |
| 2160000 RECONCILING SUM TO 1.0 | | | | | | | |
| 51 | SURCOMPACT & COMPACT | | | | | | |
| 51 | SIALTERATE | 0.3920 | 0.3904 | 0.3893 | 0.3867 | 0.3847 | 0.3835 |
| 61 | BASELINE | 0.3921 | 0.3908 | 0.3899 | 0.3875 | 0.3858 | 0.3849 |
| 71 | DIFFERENCE | -0.0001 | -0.0004 | -0.0006 | -0.0008 | -0.0011 | -0.0013 |
| 81 | DIFFERENCE | -0.03 | -0.09 | -0.15 | -0.22 | -0.28 | -0.35 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | SIALTERATE | 0.2424 | 0.2428 | 0.2432 | 0.2433 | 0.2434 | 0.2433 |
| 121 | BASELINE | 0.2425 | 0.2429 | 0.2433 | 0.2434 | 0.2436 | 0.2434 |
| 131 | DIFFERENCE | -0.0001 | -0.0001 | -0.0001 | -0.0001 | -0.0001 | -0.0001 |
| 141 | DIFFERENCE | -0.05 | -0.05 | -0.05 | -0.05 | -0.06 | -0.06 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | SIALTERATE | 0.2785 | 0.2787 | 0.2783 | 0.2802 | 0.2812 | 0.2815 |
| 181 | BASELINE | 0.2788 | 0.2787 | 0.2781 | 0.2797 | 0.2804 | 0.2804 |
| 191 | DIFFERENCE | -0.0003 | -0.0000 | 0.0002 | 0.0005 | 0.0008 | 0.0011 |
| 201 | DIFFERENCE | -0.11 | -0.02 | 0.08 | 0.18 | 0.28 | 0.39 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | SIALTERATE | 0.1083 | 0.1094 | 0.1105 | 0.1116 | 0.1126 | 0.1136 |
| 241 | BASELINE | 0.1075 | 0.1086 | 0.1097 | 0.1108 | 0.1119 | 0.1129 |
| 251 | DIFFERENCE | 0.0008 | 0.0008 | 0.0008 | 0.0008 | 0.0007 | 0.0007 |
| 261 | DIFFERENCE | 0.77 | 0.74 | 0.72 | 0.69 | 0.66 | 0.62 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | SIALTERATE | 1.0212 | 1.0213 | 1.0213 | 1.0217 | 1.0219 | 1.0219 |
| 301 | BASELINE | 1.0209 | 1.0210 | 1.0210 | 1.0214 | 1.0216 | 1.0216 |
| 311 | DIFFERENCE | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 | 0.0003 |
| 321 | DIFFERENCE | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE | 1999 | 2000 |
|------|--|---------|----------|
| 1 | REGISTERED SHARES IN THE REGISTRATIONS | | |
| 2 | BEFORE RECONCILING SUP TO 1.0 | | |
| 31 | | | |
| 41 | SUBCOMPACT & COMPACT | | |
| 51 | ALTERNATE | 0.3821 | 0.37981 |
| 61 | BASELINE | 0.3837 | 0.36171 |
| 71 | DIFFERENCE | -0.0016 | -0.00181 |
| 81 | % DIFFERENCE | -0.42 | -0.481 |
| 91 | | | |
| 101 | MID-SIZE | | |
| 111 | ALTERNATE | 0.2430 | 0.24421 |
| 121 | BASELINE | 0.2432 | 0.24441 |
| 131 | DIFFERENCE | -0.0002 | -0.00021 |
| 141 | % DIFFERENCE | -0.07 | -0.071 |
| 151 | | | |
| 161 | FULL SIZE | | |
| 171 | ALTERNATE | 0.2823 | 0.28271 |
| 181 | BASELINE | 0.2809 | 0.28101 |
| 191 | DIFFERENCE | 0.0014 | 0.00171 |
| 201 | % DIFFERENCE | 0.50 | 0.601 |
| 211 | | | |
| 221 | LUXURY | | |
| 231 | ALTERNATE | 0.1145 | 0.11551 |
| 241 | BASELINE | 0.1139 | 0.11481 |
| 251 | DIFFERENCE | 0.0007 | 0.00061 |
| 261 | % DIFFERENCE | 0.59 | 0.551 |
| 271 | | | |
| 281 | TOTAL | | |
| 291 | ALTERNATE | 1.0219 | 1.0221 |
| 301 | BASELINE | 1.0216 | 1.02191 |
| 311 | DIFFERENCE | 0.0003 | 0.00031 |
| 321 | % DIFFERENCE | 0.03 | 0.031 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WLEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSF A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.00 SUMMARY

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | 1ALTERNATE | | | | | | |
| 3 | BASELINE | 93,841 | 97,155 | 100,129 | 103,120 | 105,132 | 107,017 |
| 4 | DIFFERENCE | 93,841 | 97,155 | 100,261 | 103,261 | 105,273 | 107,157 |
| 5 | 51% DIFFERENCE | 0,0 | 0,0 | -0,132 | -0,141 | -0,141 | -0,140 |
| 6 | | 0,0 | 0,0 | -0,13 | -0,14 | -0,13 | -0,13 |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | 1ALTERNATE | 96,64 | 100,01 | 102,31 | 105,27 | 106,32 | 106,91 |
| 9 | BASELINE | 96,64 | 100,01 | 102,73 | 105,60 | 106,57 | 107,13 |
| 10 | DIFFERENCE | 0,0 | 0,0 | -0,42 | -0,33 | -0,26 | -0,22 |
| 11 | 11% DIFFERENCE | 0,0 | 0,0 | -0,41 | -0,32 | -0,24 | -0,21 |
| 12 | | 0,0 | 0,0 | -0,41 | -0,32 | -0,24 | -0,21 |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | 1ALTERNATE | 8,261 | 10,231 | 10,755 | 11,672 | 11,520 | 11,682 |
| 15 | BASELINE | 8,261 | 10,231 | 11,253 | 11,586 | 11,476 | 11,653 |
| 16 | DIFFERENCE | 0,0 | 0,0 | -0,498 | 0,086 | 0,044 | 0,028 |
| 17 | 17% DIFFERENCE | 0,0 | 0,0 | -0,42 | 0,74 | 0,30 | 0,24 |
| 18 | | 0,0 | 0,0 | -0,42 | 0,74 | 0,30 | 0,24 |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | 1ALTERNATE | 1,502 | 1,470 | 1,606 | 1,687 | 1,634 | 1,631 |
| 21 | BASELINE | 1,502 | 1,470 | 1,538 | 1,536 | 1,502 | 1,510 |
| 22 | DIFFERENCE | 0,0 | 0,0 | 0,068 | 0,151 | 0,132 | 0,121 |
| 23 | 23% DIFFERENCE | 0,0 | 0,0 | 4,45 | 9,85 | 8,77 | 8,00 |
| 24 | | 0,0 | 0,0 | 4,45 | 9,85 | 8,77 | 8,00 |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | 1ALTERNATE | 6,759 | 8,754 | 9,149 | 9,985 | 9,886 | 10,051 |
| 27 | BASELINE | 6,759 | 8,754 | 9,715 | 10,051 | 9,974 | 10,144 |
| 28 | DIFFERENCE | 0,0 | 0,0 | -0,566 | -0,065 | -0,088 | -0,092 |
| 29 | 29% DIFFERENCE | 0,0 | 0,0 | -5,83 | -0,65 | -0,88 | -0,91 |
| 30 | | 0,0 | 0,0 | -5,83 | -0,65 | -0,88 | -0,91 |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | 1ALTERNATE | 1039,7 | 1027,2 | 1039,3 | 1048,6 | 1077,3 | 1097,0 |
| 33 | BASELINE | 1039,7 | 1027,2 | 1040,7 | 1054,2 | 1081,4 | 1099,4 |
| 34 | DIFFERENCE | 0,0 | 0,0 | -1,4 | -5,6 | -4,0 | -2,5 |
| 35 | 35% DIFFERENCE | 0,0 | 0,0 | -0,13 | -0,53 | -0,37 | -0,23 |
| 36 | | 0,0 | 0,0 | -0,13 | -0,53 | -0,37 | -0,23 |
| 37 | SCRAPPAGE OF AUTOS | | | | | | |
| 38 | 1ALTERNATE | 5,541 | 6,870 | 8,451 | 8,714 | 10,471 | 11,090 |
| 39 | BASELINE | 5,541 | 6,870 | 8,527 | 8,717 | 10,503 | 11,095 |
| 40 | DIFFERENCE | 0,0 | 0,0 | -0,076 | -0,003 | -0,032 | -0,005 |
| 41 | 41% DIFFERENCE | 0,0 | 0,0 | -0,89 | -0,003 | -0,30 | -0,005 |
| 42 | | 0,0 | 0,0 | -0,89 | -0,003 | -0,30 | -0,005 |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | 1ALTERNATE | 16,14 | 16,65 | 17,59 | 18,36 | 19,07 | 19,65 |
| 45 | BASELINE | 16,14 | 16,65 | 17,38 | 18,16 | 18,87 | 19,65 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,21 | 0,19 | 0,20 | 0,20 |
| 47 | 47% DIFFERENCE | 0,0 | 0,0 | 1,20 | 1,07 | 1,05 | 1,03 |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | 1ALTERNATE | 109,278 | 111,339 | 113,165 | 115,043 | 116,928 | 118,641 |
| 3 | 1BASELINE | 109,421 | 111,407 | 113,319 | 115,205 | 116,997 | 118,812 |
| 4 | 1DIFFERENCE | -0,143 | -0,169 | -0,154 | -0,162 | -0,169 | -0,170 |
| 5 | 51% DIFFERENCE | -0,13 | -0,13 | -0,14 | -0,14 | -0,14 | -0,14 |
| 6 | | | | | | | |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | 1ALTERNATE | 108,25 | 110,20 | 112,18 | 114,20 | 116,44 | 118,38 |
| 9 | 1BASELINE | 108,51 | 110,45 | 112,40 | 114,40 | 116,61 | 118,52 |
| 10 | 1DIFFERENCE | -0,27 | -0,25 | -0,22 | -0,20 | -0,18 | -0,15 |
| 11 | 11% DIFFERENCE | -0,25 | -0,23 | -0,20 | -0,18 | -0,15 | -0,12 |
| 12 | | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | 1ALTERNATE | 12,787 | 12,501 | 12,232 | 12,318 | 12,144 | 12,160 |
| 15 | 1BASELINE | 12,730 | 12,461 | 12,211 | 12,335 | 12,359 | 12,189 |
| 16 | 1DIFFERENCE | 0,057 | 0,040 | 0,020 | 0,003 | -0,014 | -0,029 |
| 17 | 17% DIFFERENCE | 0,44 | 0,32 | 0,17 | 0,02 | -0,12 | -0,24 |
| 18 | | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | 1ALTERNATE | 1,699 | 1,634 | 1,571 | 1,541 | 1,505 | 1,505 |
| 21 | 1BASELINE | 1,579 | 1,528 | 1,477 | 1,456 | 1,428 | 1,431 |
| 22 | 1DIFFERENCE | 0,120 | 0,106 | 0,094 | 0,085 | 0,078 | 0,074 |
| 23 | 23% DIFFERENCE | 7,60 | 6,97 | 6,39 | 5,87 | 5,43 | 5,15 |
| 24 | | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | 1ALTERNATE | 11,087 | 10,867 | 10,661 | 10,797 | 10,839 | 10,655 |
| 27 | 1BASELINE | 11,151 | 10,934 | 10,735 | 10,879 | 10,931 | 10,758 |
| 28 | 1DIFFERENCE | -0,063 | -0,067 | -0,074 | -0,082 | -0,092 | -0,102 |
| 29 | 29% DIFFERENCE | -0,57 | -0,61 | -0,69 | -0,76 | -0,84 | -0,95 |
| 30 | | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | 1ALTERNATE | 1112,8 | 1142,5 | 1172,4 | 1195,6 | 1218,3 | 1237,0 |
| 33 | 1BASELINE | 1114,6 | 1143,2 | 1172,1 | 1194,4 | 1216,6 | 1235,1 |
| 34 | 1DIFFERENCE | -1,8 | -0,7 | 0,3 | 1,3 | 1,7 | 1,9 |
| 35 | 35% DIFFERENCE | -0,16 | -0,06 | 0,03 | 0,11 | 0,14 | 0,15 |
| 36 | | | | | | | |
| 37 | SCRAPPAGE OF AUTOS | | | | | | |
| 38 | 1ALTERNATE | 11,448 | 10,552 | 10,251 | 10,314 | 10,109 | 10,220 |
| 39 | 1BASELINE | 11,349 | 10,529 | 10,256 | 10,334 | 10,148 | 10,279 |
| 40 | 1DIFFERENCE | 0,099 | 0,023 | -0,005 | -0,020 | -0,040 | -0,059 |
| 41 | 11% DIFFERENCE | 0,87 | 0,22 | -0,05 | -0,19 | -0,39 | -0,57 |
| 42 | | | | | | | |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | 1ALTERNATE | 20,46 | 21,04 | 21,67 | 22,32 | 22,86 | 23,23 |
| 45 | 1BASELINE | 20,26 | 20,86 | 21,49 | 22,16 | 22,72 | 23,08 |
| 46 | 1DIFFERENCE | 0,20 | 0,18 | 0,17 | 0,16 | 0,15 | 0,15 |
| 47 | 17% DIFFERENCE | 0,98 | 0,88 | 0,80 | 0,72 | 0,66 | 0,65 |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | UNDESIRABLE STOCK OF AUTOS | | | | | | |
| 2 | 1ALTERNATE | 120,309 | 121,772 | 123,095 | 124,372 | 125,741 | 126,913 |
| 3 | 1BASELINE | 120,482 | 121,946 | 123,271 | 124,549 | 125,916 | 127,092 |
| 4 | 1DIFFERENCE | -0,173 | -0,174 | -0,176 | -0,177 | -0,177 | -0,179 |
| 5 | 5% DIFFERENCE | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 |
| 6 | 61 | | | | | | |
| 7 | 71ACTUAL YR-END STOCK OF AUTOS | | | | | | |
| 8 | 71ALTERNATE | 119,97 | 121,22 | 122,18 | 122,97 | 123,91 | 124,78 |
| 9 | 71BASELINE | 120,09 | 121,33 | 122,28 | 123,09 | 124,05 | 124,94 |
| 10 | 71DIFFERENCE | -0,12 | -0,11 | -0,11 | -0,12 | -0,14 | -0,17 |
| 11 | 11% DIFFERENCE | -0,10 | -0,09 | -0,09 | -0,10 | -0,11 | -0,14 |
| 12 | 121 | | | | | | |
| 13 | 13NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | 14ALTERNATE | 12,253 | 12,476 | 12,783 | 13,147 | 13,226 | 13,302 |
| 15 | 15BASELINE | 12,295 | 12,525 | 12,834 | 13,194 | 13,281 | 13,324 |
| 16 | 16DIFFERENCE | -0,042 | -0,049 | -0,051 | -0,046 | -0,035 | -0,021 |
| 17 | 17% DIFFERENCE | -0,34 | -0,39 | -0,40 | -0,35 | -0,26 | -0,16 |
| 18 | 181 | | | | | | |
| 19 | 191 FOREIGN NEW REGIS. | | | | | | |
| 20 | 20ALTERNATE | 1,521 | 1,562 | 1,603 | 1,665 | 1,683 | 1,697 |
| 21 | 21BASELINE | 1,449 | 1,489 | 1,528 | 1,586 | 1,602 | 1,613 |
| 22 | 22DIFFERENCE | 0,072 | 0,073 | 0,075 | 0,079 | 0,081 | 0,084 |
| 23 | 23% DIFFERENCE | 4,97 | 4,90 | 4,90 | 4,97 | 5,08 | 5,22 |
| 24 | 241 | | | | | | |
| 25 | 251 DOMESTIC NEW REGIS. | | | | | | |
| 26 | 26ALTERNATE | 10,732 | 10,914 | 11,180 | 11,482 | 11,542 | 11,605 |
| 27 | 27BASELINE | 10,846 | 11,037 | 11,305 | 11,607 | 11,658 | 11,711 |
| 28 | 28DIFFERENCE | -0,114 | -0,122 | -0,126 | -0,125 | -0,116 | -0,105 |
| 29 | 29% DIFFERENCE | -1,05 | -1,11 | -1,11 | -1,08 | -1,00 | -0,90 |
| 30 | 301 | | | | | | |
| 31 | 31VEHICLE MILES TRAVELED | | | | | | |
| 32 | 32ALTERNATE | 1251,2 | 1262,6 | 1272,9 | 1283,6 | 1294,6 | 1307,4 |
| 33 | 33BASELINE | 1249,3 | 1261,0 | 1271,9 | 1283,2 | 1294,7 | 1307,9 |
| 34 | 34DIFFERENCE | 1,9 | 1,5 | 0,9 | 0,4 | -0,1 | -0,4 |
| 35 | 35% DIFFERENCE | 0,15 | 0,12 | 0,07 | 0,03 | -0,01 | -0,03 |
| 36 | 361 | | | | | | |
| 37 | 37SCRAPAGE OF AUTOS | | | | | | |
| 38 | 38ALTERNATE | 10,659 | 11,225 | 11,829 | 12,349 | 12,291 | 12,436 |
| 39 | 39BASELINE | 10,728 | 11,287 | 11,880 | 12,383 | 12,303 | 12,429 |
| 40 | 40DIFFERENCE | -0,068 | -0,062 | -0,051 | -0,034 | -0,012 | 0,007 |
| 41 | 41% DIFFERENCE | -0,64 | -0,55 | -0,43 | -0,28 | -0,10 | 0,05 |
| 42 | 421 | | | | | | |
| 43 | 43NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | 44ALTERNATE | 23,59 | 23,96 | 24,34 | 24,74 | 24,93 | 25,13 |
| 45 | 45BASELINE | 23,44 | 23,81 | 24,18 | 24,58 | 24,77 | 24,96 |
| 46 | 46DIFFERENCE | 0,15 | 0,16 | 0,16 | 0,17 | 0,17 | 0,17 |
| 47 | 47% DIFFERENCE | 0,65 | 0,65 | 0,66 | 0,67 | 0,68 | 0,68 |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | | | | | |
| 2 | ALTERNATE | | | | | | |
| 3 | BASELINE | 127,935 | 128,885 | 129,785 | 130,684 | 131,545 | 132,375 |
| 4 | DIFFERENCE | 128,115 | 129,067 | 129,968 | 130,869 | 131,731 | 132,563 |
| 5 | 1X DIFFERENCE | -0,180 | -0,182 | -0,183 | -0,185 | -0,187 | -0,188 |
| 6 | 1X DIFFERENCE | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 |
| 7 | ACTUAL VR-END STOCK OF AUTOS | | | | | | |
| 8 | ALTERNATE | 125,64 | 126,51 | 127,39 | 128,33 | 129,31 | 130,20 |
| 9 | BASELINE | 125,84 | 126,72 | 127,60 | 128,54 | 129,51 | 130,38 |
| 10 | DIFFERENCE | -0,19 | -0,21 | -0,21 | -0,21 | -0,20 | -0,19 |
| 11 | 1X DIFFERENCE | -0,15 | -0,16 | -0,17 | -0,16 | -0,15 | -0,14 |
| 12 | 1X DIFFERENCE | | | | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | | | | | |
| 14 | ALTERNATE | 13,429 | 13,574 | 13,652 | 13,792 | 13,788 | 13,836 |
| 15 | BASELINE | 13,439 | 13,578 | 13,654 | 13,797 | 13,798 | 13,853 |
| 16 | DIFFERENCE | -0,010 | -0,003 | -0,002 | -0,005 | -0,011 | -0,018 |
| 17 | 1X DIFFERENCE | -0,08 | -0,03 | -0,01 | -0,04 | -0,08 | -0,13 |
| 18 | 1X DIFFERENCE | | | | | | |
| 19 | FOREIGN NEW REGIS. | | | | | | |
| 20 | ALTERNATE | 1,709 | 1,720 | 1,727 | 1,726 | 1,713 | 1,712 |
| 21 | BASELINE | 1,623 | 1,632 | 1,638 | 1,638 | 1,628 | 1,628 |
| 22 | DIFFERENCE | 0,086 | 0,088 | 0,088 | 0,087 | 0,085 | 0,084 |
| 23 | 1X DIFFERENCE | 5,32 | 5,38 | 5,39 | 5,33 | 5,25 | 5,16 |
| 24 | 1X DIFFERENCE | | | | | | |
| 25 | DOMESTIC NEW REGIS. | | | | | | |
| 26 | ALTERNATE | 11,720 | 11,854 | 11,926 | 12,066 | 12,074 | 12,124 |
| 27 | BASELINE | 11,817 | 11,945 | 12,016 | 12,158 | 12,171 | 12,226 |
| 28 | DIFFERENCE | -0,097 | -0,091 | -0,090 | -0,092 | -0,096 | -0,102 |
| 29 | 1X DIFFERENCE | -0,82 | -0,76 | -0,75 | -0,76 | -0,79 | -0,83 |
| 30 | 1X DIFFERENCE | | | | | | |
| 31 | VEHICLE MILES TRAVELED | | | | | | |
| 32 | ALTERNATE | 1321,0 | 1334,5 | 1348,2 | 1361,3 | 1374,1 | 1385,3 |
| 33 | BASELINE | 1321,5 | 1335,0 | 1348,5 | 1361,3 | 1373,9 | 1384,9 |
| 34 | DIFFERENCE | -0,6 | -0,5 | -0,3 | -0,0 | 0,2 | 0,5 |
| 35 | 1X DIFFERENCE | -0,04 | -0,04 | -0,02 | -0,00 | 0,02 | 0,03 |
| 36 | 1X DIFFERENCE | | | | | | |
| 37 | SCRAPPAGE OF AUTOS | | | | | | |
| 38 | ALTERNATE | 12,561 | 12,709 | 12,773 | 12,852 | 12,810 | 12,944 |
| 39 | BASELINE | 12,548 | 12,697 | 12,770 | 12,861 | 12,829 | 12,974 |
| 40 | DIFFERENCE | 0,013 | 0,012 | 0,003 | -0,008 | -0,020 | -0,030 |
| 41 | 1X DIFFERENCE | 0,11 | 0,09 | 0,02 | -0,07 | -0,15 | -0,23 |
| 42 | 1X DIFFERENCE | | | | | | |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | | | | | |
| 44 | ALTERNATE | 25,30 | 25,48 | 25,66 | 25,82 | 25,99 | 26,16 |
| 45 | BASELINE | 25,13 | 25,31 | 25,48 | 25,65 | 25,82 | 25,99 |
| 46 | DIFFERENCE | 0,17 | 0,17 | 0,17 | 0,17 | 0,17 | 0,17 |
| 47 | 1X DIFFERENCE | 0,68 | 0,68 | 0,68 | 0,67 | 0,66 | 0,66 |
| 48 | 1X DIFFERENCE | | | | | | |

TABLE 3.00 SUMMARY

| LINE | I T E M | 1999 | 2000 |
|------|------------------------------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | | |
| 2 | 1ALTERNATE | 133,178 | 133,883 |
| 3 | 3IBASELINE | 133,368 | 134,075 |
| 4 | 4IDIFFERENCE | -0,190 | -0,192 |
| 5 | 5IX DIFFERENCE | -0,14 | -0,14 |
| 6 | | | |
| 7 | ACTUAL YR-END STOCK OF AUTOS | | |
| 8 | 8IALTERNATE | 131,02 | 131,73 |
| 9 | 9IBASELINE | 131,19 | 131,90 |
| 10 | 10IDIFFERENCE | -0,18 | -0,17 |
| 11 | 11IX DIFFERENCE | -0,14 | -0,13 |
| 12 | | | |
| 13 | NEW REGISTRATIONS OF AUTOS | | |
| 14 | 14IALTERNATE | 13,918 | 13,970 |
| 15 | 15IBASELINE | 13,940 | 13,997 |
| 16 | 16IDIFFERENCE | -0,023 | -0,028 |
| 17 | 17IX DIFFERENCE | -0,16 | -0,20 |
| 18 | | | |
| 19 | FOREIGN NEW REGIS. | | |
| 20 | 20IALTERNATE | 1,712 | 1,706 |
| 21 | 21IBASELINE | 1,630 | 1,624 |
| 22 | 22IDIFFERENCE | 0,083 | 0,081 |
| 23 | 23IX DIFFERENCE | 5,08 | 5,00 |
| 24 | | | |
| 25 | DOMESTIC NEW REGIS. | | |
| 26 | 26IALTERNATE | 12,205 | 12,264 |
| 27 | 27IBASELINE | 12,311 | 12,373 |
| 28 | 28IDIFFERENCE | -0,105 | -0,109 |
| 29 | 29IX DIFFERENCE | -0,86 | -0,88 |
| 30 | | | |
| 31 | VEHICLE MILES TRAVELED | | |
| 32 | 32IALTERNATE | 1395,2 | 1402,7 |
| 33 | 33IBASELINE | 1394,6 | 1402,1 |
| 34 | 34IDIFFERENCE | 0,6 | 0,6 |
| 35 | 35IX DIFFERENCE | 0,04 | 0,04 |
| 36 | | | |
| 37 | SCRAPPAGE OF AUTOS | | |
| 38 | 38IALTERNATE | 13,099 | 13,254 |
| 39 | 39IBASELINE | 13,130 | 13,289 |
| 40 | 40IDIFFERENCE | -0,031 | -0,035 |
| 41 | 41IX DIFFERENCE | -0,24 | -0,26 |
| 42 | | | |
| 43 | NEW DOMESTIC EPA TEST M.P.G. | | |
| 44 | 44IALTERNATE | 26,33 | 26,50 |
| 45 | 45IBASELINE | 26,17 | 26,33 |
| 46 | 46IDIFFERENCE | 0,17 | 0,17 |
| 47 | 47IX DIFFERENCE | 0,65 | 0,64 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|------------------------------|-------|-------|--------|--------|--------|--------|
| 1 | NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 2 | 1ALTERNATE | 17.15 | 17.45 | 18.18 | 19.11 | 19.73 | 20.45 |
| 3 | 3BASELINE | 17.15 | 17.45 | 18.10 | 18.84 | 19.48 | 20.20 |
| 4 | 4IDIFFERENCE | 0.0 | 0.0 | 0.28 | 0.26 | 0.26 | 0.25 |
| 5 | 5% DIFFERENCE | 0.0 | 0.0 | 1.55 | 1.39 | 1.32 | 1.25 |
| 6 | | | | | | | |
| 7 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 8 | 8ALTERNATE | 16.12 | 16.60 | 17.51 | 18.24 | 18.92 | 19.66 |
| 9 | 9BASELINE | 16.12 | 16.60 | 17.30 | 18.05 | 18.72 | 19.46 |
| 10 | 10IDIFFERENCE | 0.0 | 0.0 | 0.21 | 0.19 | 0.20 | 0.20 |
| 11 | 11% DIFFERENCE | 0.0 | 0.0 | 1.21 | 1.07 | 1.05 | 1.03 |
| 12 | | | | | | | |
| 13 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 14 | 14ALTERNATE | 24.10 | 24.95 | 25.64 | 26.55 | 26.71 | 27.13 |
| 15 | 15BASELINE | 24.10 | 24.95 | 25.56 | 26.47 | 26.64 | 27.06 |
| 16 | 16IDIFFERENCE | 0.0 | 0.0 | 0.08 | 0.08 | 0.08 | 0.08 |
| 17 | 17% DIFFERENCE | 0.0 | 0.0 | 0.30 | 0.31 | 0.28 | 0.28 |
| 18 | | | | | | | |
| 19 | | | | | | | |
| 20 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 21 | 21 SUBCOMPACT | | | | | | |
| 22 | 22ALTERNATE | 0.291 | 0.230 | 0.239 | 0.231 | 0.223 | 0.218 |
| 23 | 23BASELINE | 0.291 | 0.230 | 0.217 | 0.210 | 0.205 | 0.200 |
| 24 | 24IDIFFERENCE | 0.0 | 0.0 | 0.022 | 0.021 | 0.019 | 0.017 |
| 25 | 25% DIFFERENCE | 0.0 | 0.0 | 10.15 | 9.89 | 9.18 | 8.54 |
| 26 | | | | | | | |
| 27 | 27 COMPACT | | | | | | |
| 28 | 28ALTERNATE | 0.219 | 0.197 | 0.210 | 0.200 | 0.213 | 0.221 |
| 29 | 29BASELINE | 0.219 | 0.197 | 0.190 | 0.182 | 0.195 | 0.203 |
| 30 | 30IDIFFERENCE | 0.0 | 0.0 | 0.019 | 0.018 | 0.018 | 0.017 |
| 31 | 31% DIFFERENCE | 0.0 | 0.0 | 10.13 | 9.91 | 9.22 | 8.51 |
| 32 | | | | | | | |
| 33 | 33 MID-SIZE | | | | | | |
| 34 | 34ALTERNATE | 0.228 | 0.284 | 0.254 | 0.237 | 0.227 | 0.226 |
| 35 | 35BASELINE | 0.228 | 0.284 | 0.251 | 0.234 | 0.225 | 0.225 |
| 36 | 36IDIFFERENCE | 0.0 | 0.0 | 0.003 | 0.003 | 0.002 | 0.001 |
| 37 | 37% DIFFERENCE | 0.0 | 0.0 | 1.19 | 1.25 | 0.93 | 0.60 |
| 38 | | | | | | | |
| 39 | 39 FULL-SIZE | | | | | | |
| 40 | 40ALTERNATE | 0.169 | 0.198 | 0.210 | 0.245 | 0.247 | 0.244 |
| 41 | 41BASELINE | 0.169 | 0.198 | 0.253 | 0.286 | 0.285 | 0.279 |
| 42 | 42IDIFFERENCE | 0.0 | 0.0 | -0.043 | -0.041 | -0.038 | -0.035 |
| 43 | 43% DIFFERENCE | 0.0 | 0.0 | -17.19 | -14.32 | -13.34 | -12.54 |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | LUXURY | | | | | | |
| 47 | 47ALTERNATE | 0.093 | 0.091 | 0.088 | 0.088 | 0.090 | 0.091 |
| 48 | 48BASELINE | 0.093 | 0.091 | 0.089 | 0.088 | 0.091 | 0.092 |
| 49 | 49IDIFFERENCE | 0.0 | 0.0 | -0.001 | -0.001 | -0.001 | -0.001 |
| 50 | 50% DIFFERENCE | 0.0 | 0.0 | -0.91 | -0.77 | -0.82 | -0.89 |

TABLE 5.00 SUMMARY - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------|--------|--------|--------|--------|--------|--------|
| 11 | NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 21 | ALTERNATE | 20.96 | 21.50 | 22.05 | 22.63 | 23.11 | 23.47 |
| 31 | BASELINE | 20.72 | 21.85 | 21.85 | 22.44 | 22.94 | 23.30 |
| 41 | DIFFERENCE | 0.24 | 0.22 | 0.21 | 0.19 | 0.18 | 0.18 |
| 51 | % DIFFERENCE | 1.16 | 1.04 | 0.94 | 0.84 | 0.77 | 0.76 |
| 61 | | | | | | | |
| 71 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 81 | ALTERNATE | 20.23 | 20.79 | 21.38 | 21.98 | 22.50 | 22.83 |
| 91 | BASELINE | 20.04 | 20.60 | 21.20 | 21.83 | 22.35 | 22.68 |
| 101 | DIFFERENCE | 0.20 | 0.18 | 0.17 | 0.16 | 0.15 | 0.15 |
| 111 | % DIFFERENCE | 0.99 | 0.89 | 0.81 | 0.72 | 0.66 | 0.65 |
| 121 | | | | | | | |
| 131 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 141 | ALTERNATE | 27.34 | 27.80 | 28.08 | 28.51 | 28.79 | 29.31 |
| 151 | BASELINE | 27.27 | 27.72 | 28.01 | 28.44 | 28.72 | 29.23 |
| 161 | DIFFERENCE | 0.07 | 0.08 | 0.07 | 0.07 | 0.07 | 0.07 |
| 171 | % DIFFERENCE | 0.27 | 0.27 | 0.26 | 0.26 | 0.26 | 0.25 |
| 181 | | | | | | | |
| 191 | | | | | | | |
| 201 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 211 | SURCOMPACT | | | | | | |
| 221 | ALTERNATE | 0.204 | 0.200 | 0.195 | 0.189 | 0.183 | 0.186 |
| 231 | BASELINE | 0.189 | 0.186 | 0.183 | 0.177 | 0.172 | 0.176 |
| 241 | DIFFERENCE | 0.015 | 0.014 | 0.013 | 0.012 | 0.011 | 0.011 |
| 251 | % DIFFERENCE | 7.94 | 7.42 | 6.99 | 6.60 | 6.31 | 6.12 |
| 261 | | | | | | | |
| 271 | COMPACT | | | | | | |
| 281 | ALTERNATE | 0.228 | 0.225 | 0.223 | 0.221 | 0.219 | 0.217 |
| 291 | BASELINE | 0.212 | 0.210 | 0.209 | 0.208 | 0.206 | 0.205 |
| 301 | DIFFERENCE | 0.017 | 0.015 | 0.014 | 0.013 | 0.013 | 0.012 |
| 311 | % DIFFERENCE | 7.83 | 7.24 | 6.80 | 6.44 | 6.19 | 6.06 |
| 321 | | | | | | | |
| 331 | MID-SIZE | | | | | | |
| 341 | ALTERNATE | 0.228 | 0.227 | 0.226 | 0.227 | 0.226 | 0.229 |
| 351 | BASELINE | 0.227 | 0.226 | 0.226 | 0.227 | 0.226 | 0.229 |
| 361 | DIFFERENCE | 0.001 | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 |
| 371 | % DIFFERENCE | 0.36 | 0.21 | 0.12 | 0.08 | 0.09 | 0.07 |
| 381 | | | | | | | |
| 391 | FULL-SIZE | | | | | | |
| 401 | ALTERNATE | 0.248 | 0.255 | 0.261 | 0.268 | 0.277 | 0.270 |
| 411 | BASELINE | 0.279 | 0.284 | 0.288 | 0.293 | 0.299 | 0.292 |
| 421 | DIFFERENCE | -0.031 | -0.029 | -0.026 | -0.024 | -0.023 | -0.022 |
| 431 | % DIFFERENCE | -11.28 | -10.06 | -9.13 | -8.29 | -7.63 | -7.65 |
| 441 | | | | | | | |
| 451 | LUXURY | | | | | | |
| 461 | ALTERNATE | 0.092 | 0.093 | 0.094 | 0.095 | 0.096 | 0.097 |
| 471 | BASELINE | 0.093 | 0.094 | 0.095 | 0.096 | 0.097 | 0.098 |
| 481 | DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 491 | % DIFFERENCE | -0.94 | -0.98 | -1.00 | -1.01 | -1.00 | -0.97 |
| 501 | | | | | | | |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 2 | 1% ALTERNATE | 23.80 | 24.17 | 24.51 | 24.89 | 25.06 | 25.23 |
| 3 | BASELINE | 23.62 | 23.98 | 24.32 | 24.69 | 24.86 | 25.03 |
| 4 | 1% DIFFERENCE | 0.18 | 0.18 | 0.19 | 0.19 | 0.20 | 0.20 |
| 5 | 1% DIFFERENCE | 0.75 | 0.76 | 0.77 | 0.78 | 0.79 | 0.79 |
| 6 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 7 | 1% ALTERNATE | 23.15 | 23.50 | 23.85 | 24.21 | 24.37 | 24.54 |
| 8 | BASELINE | 23.01 | 23.35 | 23.69 | 24.05 | 24.21 | 24.37 |
| 9 | 1% DIFFERENCE | 0.15 | 0.15 | 0.16 | 0.16 | 0.17 | 0.17 |
| 10 | 1% DIFFERENCE | 0.65 | 0.66 | 0.67 | 0.68 | 0.69 | 0.69 |
| 11 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 12 | 1% ALTERNATE | 29.63 | 30.11 | 30.39 | 30.83 | 31.04 | 31.25 |
| 13 | BASELINE | 29.56 | 30.04 | 30.31 | 30.75 | 30.96 | 31.17 |
| 14 | 1% DIFFERENCE | 0.07 | 0.08 | 0.07 | 0.08 | 0.08 | 0.08 |
| 15 | 1% DIFFERENCE | 0.25 | 0.25 | 0.25 | 0.25 | 0.25 | 0.26 |
| 16 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 17 | 1% SUBCOMPACT | 0.187 | 0.189 | 0.189 | 0.191 | 0.192 | 0.192 |
| 18 | 1% ALTERNATE | 0.176 | 0.178 | 0.178 | 0.180 | 0.181 | 0.181 |
| 19 | BASELINE | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 |
| 20 | 1% DIFFERENCE | 6.03 | 6.01 | 6.01 | 6.03 | 6.05 | 6.09 |
| 21 | 1% COMPACT | 0.217 | 0.216 | 0.217 | 0.216 | 0.216 | 0.216 |
| 22 | 1% ALTERNATE | 0.205 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 23 | BASELINE | 0.012 | 0.012 | 0.012 | 0.012 | 0.012 | 0.012 |
| 24 | 1% DIFFERENCE | 6.02 | 6.03 | 6.05 | 6.07 | 6.09 | 6.12 |
| 25 | 1% MID-SIZE | 0.231 | 0.233 | 0.234 | 0.237 | 0.236 | 0.238 |
| 26 | 1% ALTERNATE | 0.231 | 0.233 | 0.234 | 0.236 | 0.235 | 0.237 |
| 27 | BASELINE | 0.000 | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 |
| 28 | 1% DIFFERENCE | 0.10 | 0.15 | 0.19 | 0.22 | 0.25 | 0.26 |
| 29 | 1% FULL-SIZE | 0.267 | 0.263 | 0.260 | 0.255 | 0.254 | 0.250 |
| 30 | 1% ALTERNATE | 0.289 | 0.285 | 0.282 | 0.278 | 0.277 | 0.273 |
| 31 | BASELINE | -0.022 | -0.022 | -0.023 | -0.023 | -0.023 | -0.023 |
| 32 | 1% DIFFERENCE | -7.70 | -7.86 | -8.02 | -8.25 | -8.36 | -8.52 |
| 33 | 1% LUXURY | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 |
| 34 | 1% ALTERNATE | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 |
| 35 | BASELINE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 36 | 1% DIFFERENCE | -0.93 | -0.89 | -0.86 | -0.83 | -0.80 | -0.79 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------|--------|--------|--------|--------|--------|--------|
| 11 | NEW AUTOS FLEET M.P.G. (EPA) | | | | | | |
| 21 | ALTERNATE | 25.18 | 25.53 | 25.68 | 25.82 | 25.96 | 26.12 |
| 31 | BASLINE | 25.18 | 25.33 | 25.48 | 25.62 | 25.76 | 25.92 |
| 41 | DIFFERENCE | 0.20 | 0.20 | 0.20 | 0.20 | 0.20 | 0.20 |
| 51 | % DIFFERENCE | 0.80 | 0.79 | 0.79 | 0.78 | 0.77 | 0.77 |
| 61 | | | | | | | |
| 71 | NEW DOMESTIC AUTOS M.P.G. | | | | | | |
| 81 | ALTERNATE | 24.69 | 24.83 | 24.98 | 25.13 | 25.27 | 25.42 |
| 91 | BASLINE | 24.52 | 24.66 | 24.81 | 24.96 | 25.10 | 25.25 |
| 101 | DIFFERENCE | 0.17 | 0.17 | 0.17 | 0.17 | 0.17 | 0.17 |
| 111 | % DIFFERENCE | 0.69 | 0.69 | 0.69 | 0.68 | 0.67 | 0.67 |
| 121 | | | | | | | |
| 131 | NEW FOREIGN AUTOS M.P.G. | | | | | | |
| 141 | ALTERNATE | 31.45 | 31.65 | 31.85 | 32.04 | 32.23 | 32.44 |
| 151 | BASLINE | 31.37 | 31.56 | 31.76 | 31.96 | 32.15 | 32.35 |
| 161 | DIFFERENCE | 0.08 | 0.08 | 0.08 | 0.09 | 0.09 | 0.09 |
| 171 | % DIFFERENCE | 0.26 | 0.26 | 0.27 | 0.27 | 0.27 | 0.27 |
| 181 | | | | | | | |
| 191 | | | | | | | |
| 201 | SHARE OF NEW REGISTRATIONS | | | | | | |
| 211 | SUBCOMPACT | | | | | | |
| 221 | ALTERNATE | 0.192 | 0.190 | 0.190 | 0.187 | 0.185 | 0.184 |
| 231 | BASLINE | 0.181 | 0.179 | 0.179 | 0.176 | 0.174 | 0.173 |
| 241 | DIFFERENCE | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 |
| 251 | % DIFFERENCE | 6.13 | 6.14 | 6.15 | 6.13 | 6.10 | 6.07 |
| 261 | | | | | | | |
| 271 | | | | | | | |
| 281 | COMPACT | | | | | | |
| 291 | ALTERNATE | 0.216 | 0.216 | 0.216 | 0.216 | 0.216 | 0.216 |
| 301 | BASLINE | 0.204 | 0.203 | 0.203 | 0.203 | 0.203 | 0.204 |
| 311 | DIFFERENCE | 0.013 | 0.013 | 0.013 | 0.012 | 0.012 | 0.012 |
| 321 | % DIFFERENCE | 6.15 | 6.15 | 6.16 | 6.13 | 6.10 | 6.07 |
| 331 | | | | | | | |
| 341 | MID-SIZE | | | | | | |
| 351 | ALTERNATE | 0.238 | 0.239 | 0.239 | 0.239 | 0.239 | 0.239 |
| 361 | BASLINE | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 | 0.238 |
| 371 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 381 | % DIFFERENCE | 0.27 | 0.27 | 0.27 | 0.27 | 0.27 | 0.26 |
| 391 | | | | | | | |
| 401 | FULL-SIZE | | | | | | |
| 411 | ALTERNATE | 0.250 | 0.250 | 0.249 | 0.251 | 0.252 | 0.252 |
| 421 | BASLINE | 0.273 | 0.273 | 0.272 | 0.274 | 0.274 | 0.274 |
| 431 | DIFFERENCE | -0.023 | -0.023 | -0.023 | -0.023 | -0.023 | -0.023 |
| 441 | % DIFFERENCE | -8.56 | -8.55 | -8.55 | -8.41 | -8.31 | -8.23 |
| 451 | | | | | | | |
| 461 | LUXURY | | | | | | |
| 471 | ALTERNATE | 0.104 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 481 | BASLINE | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 491 | DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 501 | % DIFFERENCE | -0.79 | -0.79 | -0.80 | -0.80 | -0.80 | -0.80 |

TABLE 3.00 SUMMARY - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|------------------------------|--------|--------|
| 1 | NEW AUTOS FLEET M.P.G. (EPA) | | |
| 2 | 1ALTERNATE | 26.26 | 26.41 |
| 3 | 1BASELINE | 26.06 | 26.21 |
| 4 | 1DIFFERENCE | 0.20 | 0.20 |
| 5 | 51% DIFFERENCE | 0.76 | 0.75 |
| 6 | | | |
| 7 | NEW DOMESTIC AUTOS M.P.G. | | |
| 8 | 1ALTERNATE | 25.56 | 25.71 |
| 9 | 1BASELINE | 25.39 | 25.54 |
| 10 | 1DIFFERENCE | 0.17 | 0.17 |
| 11 | 11% DIFFERENCE | 0.66 | 0.65 |
| 12 | | | |
| 13 | NEW FOREIGN AUTOS M.P.G. | | |
| 14 | 1ALTERNATE | 32.63 | 32.83 |
| 15 | 1BASELINE | 32.54 | 32.74 |
| 16 | 1DIFFERENCE | 0.09 | 0.09 |
| 17 | 17% DIFFERENCE | 0.27 | 0.28 |
| 18 | | | |
| 19 | | | |
| 20 | SHARE OF NEW REGISTRATIONS: | | |
| 21 | | | |
| 22 | SUBCOMPACT | | |
| 23 | 1ALTERNATE | 0.182 | 0.180 |
| 24 | 1BASELINE | 0.172 | 0.170 |
| 25 | 1DIFFERENCE | 0.010 | 0.010 |
| 26 | 261% DIFFERENCE | 6.03 | 5.99 |
| 27 | | | |
| 28 | COMPACT | | |
| 29 | 1ALTERNATE | 0.216 | 0.216 |
| 30 | 1BASELINE | 0.204 | 0.204 |
| 31 | 1DIFFERENCE | 0.012 | 0.012 |
| 32 | 321% DIFFERENCE | 6.03 | 5.99 |
| 33 | | | |
| 34 | MID-SIZE | | |
| 35 | 1ALTERNATE | 0.239 | 0.240 |
| 36 | 1BASELINE | 0.238 | 0.239 |
| 37 | 1DIFFERENCE | 0.001 | 0.001 |
| 38 | 381% DIFFERENCE | 0.26 | 0.25 |
| 39 | | | |
| 40 | FULL-SIZE | | |
| 41 | 1ALTERNATE | 0.253 | 0.253 |
| 42 | 1BASELINE | 0.275 | 0.275 |
| 43 | 1DIFFERENCE | -0.022 | -0.022 |
| 44 | 441% DIFFERENCE | -8.14 | -8.03 |
| 45 | | | |
| 46 | LUXURY | | |
| 47 | 1ALTERNATE | 0.111 | 0.111 |
| 48 | 1BASELINE | 0.111 | 0.112 |
| 49 | 1DIFFERENCE | -0.001 | -0.001 |
| 50 | 501% DIFFERENCE | -0.80 | -0.80 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
MEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|----------------------------|-------|-------|--------|--------|--------|--------|
| 1 | 11SHARES OF DESIRED STOCK: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACTS | | | | | | |
| 41 | ALTERNATE | | | 0.215 | 0.214 | 0.212 | 0.212 |
| 51 | BASELINE | 0.232 | 0.210 | 0.201 | 0.200 | 0.199 | 0.199 |
| 61 | DIFFERENCE | 0.0 | 0.0 | 0.014 | 0.014 | 0.014 | 0.014 |
| 71 | % DIFFERENCE | 0.0 | 0.0 | 6.97 | 7.00 | 6.91 | 6.81 |
| 81 | | | | | | | |
| 91 | COMPACTS | | | | | | |
| 101 | ALTERNATE | 0.198 | 0.193 | 0.198 | 0.192 | 0.198 | 0.205 |
| 111 | BASELINE | 0.198 | 0.193 | 0.185 | 0.180 | 0.186 | 0.191 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.013 | 0.013 | 0.013 | 0.013 |
| 131 | % DIFFERENCE | 0.0 | 0.0 | 6.97 | 7.00 | 6.91 | 6.81 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.235 | 0.232 | 0.231 | 0.231 | 0.233 | 0.233 |
| 171 | BASELINE | 0.235 | 0.232 | 0.230 | 0.230 | 0.232 | 0.232 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.001 | 0.001 | 0.001 | 0.001 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.31 | 0.36 | 0.30 | 0.24 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.245 | 0.275 | 0.267 | 0.273 | 0.266 | 0.260 |
| 231 | BASELINE | 0.245 | 0.275 | 0.294 | 0.299 | 0.293 | 0.286 |
| 241 | DIFFERENCE | 0.0 | 0.0 | -0.027 | -0.027 | -0.026 | -0.026 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | -9.13 | -8.89 | -9.02 | -9.20 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.090 | 0.090 | 0.089 | 0.089 | 0.090 | 0.091 |
| 291 | BASELINE | 0.090 | 0.090 | 0.090 | 0.090 | 0.091 | 0.092 |
| 301 | DIFFERENCE | 0.0 | 0.0 | -0.001 | -0.001 | -0.001 | -0.001 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | -0.92 | -0.91 | -0.90 | -0.90 |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | I T F M | 1981 | | | | | 1982 | | | | | 1983 | | | | | 1984 | | | | | 1985 | | | | | 1986 | | | | |
|------|--------------|--------------------------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|------|--|--|--|--|
| | | SHARES OF DESIRED STOCK: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | SURCOMPACTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 41 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 51 | BASLINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 71 | % DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 81 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | COMPACTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 101 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 111 | BASLINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 121 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 131 | % DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | MID-SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 161 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 171 | BASLINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 191 | % DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 201 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | FULL SIZE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 221 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 231 | BASLINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | % DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | LUXURY | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 281 | ALTERNATE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 291 | BASLINE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 311 | % DIFFERENCE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

TABLE 3.01 SHARES BY SIZE CLASS

| LINE | TYPE | 11SHARES OF DESIRED STOCK | | | | | | | | | | | |
|------|-----------------|---------------------------|--------|--------|--------|--------|--------|------|------|------|------|------|------|
| | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
| 21 | 31 SUBCOMPACTS | | | | | | | | | | | | |
| | 41ALTERNATE | 0.188 | 0.188 | 0.187 | 0.188 | 0.187 | 0.187 | | | | | | |
| | 51BASELINE | 0.177 | 0.177 | 0.176 | 0.176 | 0.176 | 0.176 | | | | | | |
| | 61DIFFERENCE | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 | | | | | | |
| | 71% DIFFERENCE | 6.41 | 6.39 | 6.36 | 6.33 | 6.30 | 6.29 | | | | | | |
| 81 | 91 COMPACTS | | | | | | | | | | | | |
| | 101ALTERNATE | 0.211 | 0.211 | 0.211 | 0.211 | 0.211 | 0.211 | | | | | | |
| | 111BASELINE | 0.198 | 0.198 | 0.199 | 0.199 | 0.199 | 0.199 | | | | | | |
| | 121DIFFERENCE | 0.013 | 0.013 | 0.013 | 0.013 | 0.013 | 0.013 | | | | | | |
| | 131% DIFFERENCE | 6.41 | 6.39 | 6.36 | 6.33 | 6.30 | 6.29 | | | | | | |
| 141 | 151 MID-SIZE | | | | | | | | | | | | |
| | 161ALTERNATE | 0.234 | 0.235 | 0.236 | 0.237 | 0.236 | 0.238 | | | | | | |
| | 171BASELINE | 0.234 | 0.234 | 0.235 | 0.236 | 0.236 | 0.237 | | | | | | |
| | 181DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | | | | | | |
| | 191% DIFFERENCE | 0.29 | 0.28 | 0.28 | 0.27 | 0.27 | 0.27 | | | | | | |
| 201 | 211 FULL SIZE | | | | | | | | | | | | |
| | 221ALTERNATE | 0.269 | 0.268 | 0.267 | 0.264 | 0.263 | 0.261 | | | | | | |
| | 231BASELINE | 0.293 | 0.291 | 0.290 | 0.288 | 0.287 | 0.285 | | | | | | |
| | 241DIFFERENCE | -0.024 | -0.024 | -0.024 | -0.024 | -0.023 | -0.023 | | | | | | |
| | 251% DIFFERENCE | -8.17 | -8.17 | -8.16 | -8.19 | -8.18 | -8.21 | | | | | | |
| 261 | 271 LUXURY | | | | | | | | | | | | |
| | 281ALTERNATE | 0.097 | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | | | | | | |
| | 291BASELINE | 0.098 | 0.099 | 0.100 | 0.101 | 0.102 | 0.103 | | | | | | |
| | 301DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | | | | | | |
| | 311% DIFFERENCE | -0.81 | -0.81 | -0.81 | -0.80 | -0.80 | -0.80 | | | | | | |

TABLE 3,01 SHARES BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|----------------------------|-----------------|--------|--------|--------|--------|--------|--------|
| 11SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | SUBCOMPACTS | | | | | | |
| 31 | 41ALTERNATE | 0,186 | 0,185 | 0,185 | 0,183 | 0,182 | 0,181 |
| 51 | 51BASELINE | 0,175 | 0,175 | 0,174 | 0,172 | 0,171 | 0,170 |
| 61 | 61DIFFERENCE | 0,011 | 0,011 | 0,011 | 0,011 | 0,011 | 0,011 |
| 71 | 71% DIFFERENCE | 6,28 | 6,27 | 6,26 | 6,23 | 6,21 | 6,19 |
| 81 | | | | | | | |
| 91 | COMPACTS | | | | | | |
| 101 | 101ALTERNATE | 0,211 | 0,211 | 0,211 | 0,210 | 0,210 | 0,210 |
| 111 | 111BASELINE | 0,199 | 0,198 | 0,198 | 0,198 | 0,198 | 0,198 |
| 121 | 121DIFFERENCE | 0,012 | 0,012 | 0,012 | 0,012 | 0,012 | 0,012 |
| 131 | 131% DIFFERENCE | 6,28 | 6,27 | 6,26 | 6,23 | 6,21 | 6,19 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | 161ALTERNATE | 0,238 | 0,239 | 0,240 | 0,240 | 0,241 | 0,241 |
| 171 | 171BASELINE | 0,238 | 0,239 | 0,239 | 0,240 | 0,240 | 0,240 |
| 181 | 181DIFFERENCE | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 | 0,001 |
| 191 | 191% DIFFERENCE | 0,27 | 0,27 | 0,27 | 0,28 | 0,29 | 0,29 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | 221ALTERNATE | 0,261 | 0,260 | 0,259 | 0,260 | 0,260 | 0,259 |
| 231 | 231BASELINE | 0,284 | 0,283 | 0,282 | 0,283 | 0,282 | 0,282 |
| 241 | 241DIFFERENCE | -0,023 | -0,023 | -0,023 | -0,023 | -0,023 | -0,023 |
| 251 | 251% DIFFERENCE | -8,20 | -8,19 | -8,19 | -8,12 | -8,07 | -8,02 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | 281ALTERNATE | 0,103 | 0,104 | 0,105 | 0,107 | 0,108 | 0,109 |
| 291 | 291BASELINE | 0,104 | 0,105 | 0,106 | 0,107 | 0,108 | 0,109 |
| 301 | 301DIFFERENCE | -0,001 | -0,001 | -0,001 | -0,001 | -0,001 | -0,001 |
| 311 | 311% DIFFERENCE | -0,79 | -0,79 | -0,79 | -0,78 | -0,77 | -0,77 |

TABLE 3,01 SHARES BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|------|----------------------------|--------|--------|
| 1 | 11SHARES OF DESIRED STOCK: | | |
| 21 | | | |
| 31 | SUBCOMPACTS | | |
| 41 | ALTERNATE | 0,179 | 0,178 |
| 51 | BASFLINE | 0,169 | 0,168 |
| 61 | DIFFERENCE | 0,010 | 0,010 |
| 71 | % DIFFERENCE | 6,16 | 6,12 |
| 81 | | | |
| 91 | COMPACTS | | |
| 101 | ALTERNATE | 0,210 | 0,210 |
| 111 | BASFLINE | 0,198 | 0,198 |
| 121 | DIFFERENCE | 0,012 | 0,012 |
| 131 | % DIFFERENCE | 6,16 | 6,12 |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | ALTERNATE | 0,241 | 0,242 |
| 171 | BASFLINE | 0,240 | 0,241 |
| 181 | DIFFERENCE | 0,001 | 0,001 |
| 191 | % DIFFERENCE | 0,29 | 0,29 |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | ALTERNATE | 0,259 | 0,259 |
| 231 | BASFLINE | 0,282 | 0,282 |
| 241 | DIFFERENCE | -0,022 | -0,022 |
| 251 | % DIFFERENCE | -7,97 | -7,90 |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | ALTERNATE | 0,110 | 0,111 |
| 291 | BASFLINE | 0,110 | 0,111 |
| 301 | DIFFERENCE | -0,001 | -0,001 |
| 311 | % DIFFERENCE | -0,76 | -0,76 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.02 SHARES BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------------------|-------|-------|--------|--------|--------|--------|
| 11 | SHARES OF ACTUAL YR-END STOCKS | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | 0.179 | 0.191 | 0.201 | 0.209 | 0.216 |
| 51 | BASELINE | 0.168 | 0.179 | 0.189 | 0.196 | 0.203 | 0.207 |
| 61 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.004 | 0.006 | 0.008 |
| 71 | % DIFFERENCE | 0.0 | 0.0 | 1.12 | 2.24 | 3.13 | 3.92 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 0.175 | 0.179 | 0.183 | 0.187 | 0.191 | 0.196 |
| 111 | BASELINE | 0.175 | 0.179 | 0.181 | 0.183 | 0.185 | 0.188 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.002 | 0.004 | 0.006 | 0.008 |
| 131 | % DIFFERENCE | 0.0 | 0.0 | 1.09 | 2.14 | 3.12 | 4.03 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.231 | 0.235 | 0.236 | 0.236 | 0.235 | 0.235 |
| 171 | BASELINE | 0.231 | 0.235 | 0.236 | 0.235 | 0.234 | 0.234 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.000 | 0.001 | 0.001 | 0.001 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.10 | 0.23 | 0.32 | 0.38 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.338 | 0.319 | 0.301 | 0.288 | 0.276 | 0.264 |
| 231 | BASELINE | 0.338 | 0.319 | 0.306 | 0.297 | 0.288 | 0.281 |
| 241 | DIFFERENCE | 0.0 | 0.0 | -0.004 | -0.009 | -0.013 | -0.016 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | -1.39 | -2.93 | -4.39 | -5.80 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.087 | 0.088 | 0.089 | 0.089 | 0.089 | 0.090 |
| 291 | BASELINE | 0.087 | 0.088 | 0.089 | 0.089 | 0.090 | 0.090 |
| 301 | DIFFERENCE | 0.0 | 0.0 | -0.000 | -0.000 | -0.000 | -0.000 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | -0.10 | -0.18 | -0.27 | -0.35 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------------------------|----------------|--------|--------|--------|--------|--------|--------|
| 11 SHARES OF ACTUAL YEAR-END STOCKS: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | 41ALTERNATE | 0.218 | 0.218 | 0.217 | 0.214 | 0.210 | 0.206 |
| 41 | 51BASELINE | 0.209 | 0.208 | 0.205 | 0.202 | 0.197 | 0.194 |
| 51 | 61DIFFERENCE | 0.010 | 0.011 | 0.012 | 0.012 | 0.013 | 0.013 |
| 61 | 71% DIFFERENCE | 4.65 | 5.24 | 5.73 | 6.13 | 6.43 | 6.63 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | 41ALTERNATE | 0.201 | 0.206 | 0.209 | 0.212 | 0.214 | 0.216 |
| 111 | 51BASELINE | 0.192 | 0.195 | 0.197 | 0.199 | 0.201 | 0.202 |
| 121 | 61DIFFERENCE | 0.009 | 0.011 | 0.012 | 0.013 | 0.013 | 0.014 |
| 131 | 71% DIFFERENCE | 4.87 | 5.50 | 5.98 | 6.33 | 6.56 | 6.69 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | 41ALTERNATE | 0.235 | 0.234 | 0.234 | 0.233 | 0.232 | 0.231 |
| 171 | 51BASELINE | 0.234 | 0.234 | 0.233 | 0.232 | 0.231 | 0.230 |
| 181 | 61DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 191 | 71% DIFFERENCE | 0.41 | 0.42 | 0.41 | 0.39 | 0.37 | 0.34 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | 41ALTERNATE | 0.256 | 0.251 | 0.249 | 0.249 | 0.252 | 0.254 |
| 231 | 51BASELINE | 0.275 | 0.273 | 0.273 | 0.274 | 0.278 | 0.280 |
| 241 | 61DIFFERENCE | -0.020 | -0.022 | -0.024 | -0.025 | -0.026 | -0.026 |
| 251 | 71% DIFFERENCE | -7.11 | -8.09 | -8.78 | -9.19 | -9.36 | -9.40 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | 41ALTERNATE | 0.090 | 0.091 | 0.091 | 0.092 | 0.092 | 0.093 |
| 291 | 51BASELINE | 0.091 | 0.091 | 0.092 | 0.092 | 0.093 | 0.094 |
| 301 | 61DIFFERENCE | -0.000 | -0.000 | -0.001 | -0.001 | -0.001 | -0.001 |
| 311 | 71% DIFFERENCE | -0.45 | -0.54 | -0.63 | -0.71 | -0.77 | -0.82 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|-----------------------------------|--------------|--------|--------|--------|--------|--------|--------|
| 11SHARES OF ACTUAL YR-END STOCKS: | | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | 0,200 | 0,197 | 0,195 | 0,194 | 0,192 |
| 51 | BASLINE | 0,203 | 0,187 | 0,185 | 0,183 | 0,182 | 0,181 |
| 61 | DIFFERENCE | 0,013 | 0,013 | 0,012 | 0,012 | 0,012 | 0,011 |
| 71 | % DIFFERENCE | 6,72 | 6,71 | 6,65 | 6,55 | 6,45 | 6,35 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 0,217 | 0,217 | 0,218 | 0,218 | 0,218 | 0,218 |
| 111 | BASLINE | 0,203 | 0,204 | 0,203 | 0,205 | 0,205 | 0,205 |
| 121 | DIFFERENCE | 0,014 | 0,014 | 0,013 | 0,013 | 0,013 | 0,013 |
| 131 | % DIFFERENCE | 6,72 | 6,68 | 6,60 | 6,50 | 6,40 | 6,32 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0,231 | 0,230 | 0,230 | 0,231 | 0,232 | 0,232 |
| 171 | BASLINE | 0,230 | 0,230 | 0,230 | 0,230 | 0,231 | 0,232 |
| 181 | DIFFERENCE | 0,001 | 0,001 | 0,001 | 0,000 | 0,000 | 0,000 |
| 191 | % DIFFERENCE | 0,30 | 0,27 | 0,24 | 0,21 | 0,20 | 0,20 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0,256 | 0,258 | 0,259 | 0,260 | 0,260 | 0,259 |
| 231 | BASLINE | 0,283 | 0,284 | 0,285 | 0,285 | 0,284 | 0,283 |
| 241 | DIFFERENCE | -0,026 | -0,026 | -0,025 | -0,025 | -0,024 | -0,024 |
| 251 | % DIFFERENCE | -9,31 | -9,14 | -8,94 | -8,74 | -8,58 | -8,47 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0,094 | 0,094 | 0,095 | 0,096 | 0,097 | 0,098 |
| 291 | BASLINE | 0,094 | 0,095 | 0,096 | 0,097 | 0,098 | 0,099 |
| 301 | DIFFERENCE | -0,001 | -0,001 | -0,001 | -0,001 | -0,001 | -0,001 |
| 311 | % DIFFERENCE | -0,86 | -0,89 | -0,91 | -0,91 | -0,90 | -0,89 |

TABLE 3.02 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------------------------------------|--------------|--------|--------|--------|--------|--------|--------|
| 11 SHARES OF ACTUAL YR-END STOCKS: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 0.192 | 0.191 | 0.191 | 0.190 | 0.190 | 0.189 |
| 51 | BASELINE | 0.180 | 0.180 | 0.180 | 0.179 | 0.179 | 0.178 |
| 61 | DIFFERENCE | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 | 0.011 |
| 71 | % DIFFERENCE | 6.28 | 6.23 | 6.19 | 6.17 | 6.15 | 6.13 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 0.217 | 0.217 | 0.217 | 0.217 | 0.216 | 0.216 |
| 111 | BASELINE | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 121 | DIFFERENCE | 0.013 | 0.013 | 0.013 | 0.013 | 0.013 | 0.012 |
| 131 | % DIFFERENCE | 6.26 | 6.22 | 6.19 | 6.17 | 6.15 | 6.13 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 0.233 | 0.234 | 0.235 | 0.236 | 0.237 | 0.237 |
| 171 | BASELINE | 0.233 | 0.234 | 0.235 | 0.235 | 0.236 | 0.237 |
| 181 | DIFFERENCE | 0.000 | 0.000 | 0.001 | 0.001 | 0.001 | 0.001 |
| 191 | % DIFFERENCE | 0.20 | 0.21 | 0.22 | 0.23 | 0.24 | 0.24 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 0.258 | 0.257 | 0.256 | 0.255 | 0.254 | 0.253 |
| 231 | BASELINE | 0.282 | 0.281 | 0.279 | 0.278 | 0.277 | 0.276 |
| 241 | DIFFERENCE | -0.024 | -0.024 | -0.023 | -0.023 | -0.023 | -0.023 |
| 251 | % DIFFERENCE | -8.41 | -8.38 | -8.37 | -8.38 | -8.38 | -8.37 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0.099 | 0.100 | 0.101 | 0.103 | 0.104 | 0.105 |
| 291 | BASELINE | 0.100 | 0.101 | 0.102 | 0.103 | 0.104 | 0.105 |
| 301 | DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 | -0.001 |
| 311 | % DIFFERENCE | -0.88 | -0.86 | -0.85 | -0.83 | -0.82 | -0.81 |

TABLE 3,02 SHARES BY SIZE CLASS • CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|---------------------------------|--------|--------|
| 1 | SHARES OF ACTUAL YR-END STOCKS: | | |
| 21 | | | |
| 31 | SUBCOMPACT | | |
| 41 | ALTERNATE | 0,188 | 0,187 |
| 51 | BASELINE | 0,177 | 0,176 |
| 61 | DIFFERENCE | 0,011 | 0,011 |
| 71 | % DIFFERENCE | 6,11 | 6,10 |
| 81 | | | |
| 91 | COMPACT | | |
| 101 | ALTERNATE | 0,216 | 0,216 |
| 111 | BASELINE | 0,204 | 0,204 |
| 121 | DIFFERENCE | 0,012 | 0,012 |
| 131 | % DIFFERENCE | 6,12 | 6,10 |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | ALTERNATE | 0,238 | 0,238 |
| 171 | BASELINE | 0,237 | 0,237 |
| 181 | DIFFERENCE | 0,001 | 0,001 |
| 191 | % DIFFERENCE | 0,25 | 0,25 |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | ALTERNATE | 0,253 | 0,252 |
| 231 | BASELINE | 0,276 | 0,275 |
| 241 | DIFFERENCE | -0,023 | -0,023 |
| 251 | % DIFFERENCE | -8,35 | -8,32 |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | ALTERNATE | 0,106 | 0,107 |
| 291 | BASELINE | 0,106 | 0,107 |
| 301 | DIFFERENCE | -0,001 | -0,001 |
| 311 | % DIFFERENCE | -0,81 | -0,81 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3,03 SHARES BY SIZE CLASS

| LINE | I T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|---|-------------------------------|--------|--------|--------|--------|--------|--------|
| 11 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 41 | ALTERNATE | 0.818 | 0.856 | 0.851 | 0.855 | 0.858 | 0.860 |
| 51 | BASELINE | 0.818 | 0.856 | 0.863 | 0.867 | 0.869 | 0.870 |
| 61 | DIFFERENCE | 0.0 | 0.0 | -0.013 | -0.012 | -0.011 | -0.010 |
| 71 | DIFFERENCE | 0.0 | 0.0 | -1.47 | -1.38 | -1.26 | -1.15 |
| 81 | DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 91 | ALTERNATE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 101 | BASELINE | 0.4694 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | DOMESTIC SHARE OF COMPACTS | | | | | | |
| 151 | ALTERNATE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | BASELINE | 0.9264 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | DOMESTIC SHARE OF LUXURY | | | | | | |
| 211 | ALTERNATE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 221 | BASELINE | 0.8792 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3,03 SHARES BY SIZE CLASS - CONTINUED

| LINE | TYPE M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------------------------|----------------------------------|--------|--------|--------|--------|--------|--------|
| DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | 11DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | 41ALTERNATE | | | | | | |
| 41 | 51BASELINE | 0.867 | 0.869 | 0.872 | 0.875 | 0.878 | 0.876 |
| 51 | 61DIFFERENCE | 0.876 | 0.877 | 0.879 | 0.882 | 0.884 | 0.883 |
| 61 | 71X DIFFERENCE | -0.009 | -0.008 | -0.008 | -0.007 | -0.006 | -0.006 |
| 71 | 81 | -1.01 | -0.93 | -0.85 | -0.78 | -0.73 | -0.72 |
| 81 | 91 DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 91 | 101ALTERNATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 101 | 111BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | 121DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 121 | 131X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | 141 | | | | | | |
| 141 | 151 DOMESTIC SHARE OF COMPACTS | | | | | | |
| 151 | 161ALTERNATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 161 | 171BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | 181DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | 191X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | 201 | | | | | | |
| 201 | 211 DOMESTIC SHARE OF LUXURY | | | | | | |
| 211 | 221ALTERNATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 221 | 231BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | 241DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | 251X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | | | | | | | |

TABLE 3,03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---|--------|--------|--------|--------|--------|--------|
| 1 | 11 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | |
| 21 | 31 DOMESTIC SHARE OF TOTAL | | | | | | |
| 41 | 41 ALTERNATE | 0.876 | 0.875 | 0.875 | 0.873 | 0.873 | 0.872 |
| 51 | 51 BASELINE | 0.882 | 0.881 | 0.881 | 0.880 | 0.879 | 0.879 |
| 61 | 61 DIFFERENCE | -0.006 | -0.006 | -0.006 | -0.006 | -0.006 | -0.007 |
| 71 | 71% DIFFERENCE | -0.71 | -0.72 | -0.72 | -0.73 | -0.74 | -0.74 |
| 81 | 91 DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 101 | 101 ALTERNATE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 111 | 111 BASELINE | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 121 | 121 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | 131% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | 151 DOMESTIC SHARE OF COMPACTS | | | | | | |
| 161 | 161 ALTERNATE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 171 | 171 BASELINE | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 181 | 181 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | 191% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | 211 DOMESTIC SHARE OF LUXURY | | | | | | |
| 221 | 221 ALTERNATE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 231 | 231 BASELINE | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 241 | 241 DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | 251% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3,03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------------------------|-------------------------------|--------|--------|--------|--------|--------|--------|
| DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 21 | DOMESTIC SHARE OF TOTAL | | | | | | |
| 31 | ALTERNATE | 0,873 | 0,873 | 0,874 | 0,875 | 0,876 | 0,876 |
| 41 | SUBBASELINE | 0,879 | 0,880 | 0,880 | 0,881 | 0,882 | 0,882 |
| 51 | DIFFERENCE | -0,007 | -0,007 | -0,006 | -0,006 | -0,006 | -0,006 |
| 61 | DIFFERENCE | -0,074 | -0,074 | -0,074 | -0,072 | -0,071 | -0,071 |
| 81 | | | | | | | |
| 91 | DOMESTIC SHARE OF SUBCOMPACTS | | | | | | |
| 101 | ALTERNATE | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 |
| 111 | SUBBASELINE | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 |
| 121 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 131 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 141 | | | | | | | |
| 151 | DOMESTIC SHARE OF COMPACTS | | | | | | |
| 161 | ALTERNATE | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 |
| 171 | SUBBASELINE | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 |
| 181 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 191 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 201 | | | | | | | |
| 211 | DOMESTIC SHARE OF LUXURY | | | | | | |
| 221 | ALTERNATE | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 |
| 231 | SUBBASELINE | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 |
| 241 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 251 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.03 SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|-------|--------------------------------------|--------|--------|
| ----- | | | |
| 1 | DOMESTIC SHARE OF NEW REGISTRATIONS: | | |
| 2 | | | |
| 3 | DOMESTIC SHARE OF TOTAL | | |
| 4 | ALTERNATE | 0.877 | 0.878 |
| 5 | BASELINE | 0.883 | 0.884 |
| 6 | DIFFERENCE | -0.006 | -0.006 |
| 7 | % DIFFERENCE | -0.70 | -0.68 |
| 8 | | | |
| 9 | DOMESTIC SHARE OF SUBCOMPACTS | | |
| 10 | ALTERNATE | 0.4800 | 0.4800 |
| 11 | BASELINE | 0.4800 | 0.4800 |
| 12 | DIFFERENCE | 0.0 | 0.0 |
| 13 | % DIFFERENCE | 0.0 | 0.0 |
| 14 | | | |
| 15 | DOMESTIC SHARE OF COMPACTS | | |
| 16 | ALTERNATE | 0.9300 | 0.9300 |
| 17 | BASELINE | 0.9300 | 0.9300 |
| 18 | DIFFERENCE | 0.0 | 0.0 |
| 19 | % DIFFERENCE | 0.0 | 0.0 |
| 20 | | | |
| 21 | DOMESTIC SHARE OF LUXURY | | |
| 22 | ALTERNATE | 0.8800 | 0.8800 |
| 23 | BASELINE | 0.8800 | 0.8800 |
| 24 | DIFFERENCE | 0.0 | 0.0 |
| 25 | % DIFFERENCE | 0.0 | 0.0 |
| ----- | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------|-------|-------|--------|--------|--------|--------|
| 1 | NEW REGISTRATIONS: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 2,405 | 2,354 | 2,567 | 2,694 | 2,573 | 2,542 |
| 61 | DIFFERENCE | 2,405 | 2,354 | 2,438 | 2,434 | 2,348 | 2,336 |
| 71 | DIFFERENCE | 0,0 | 0,0 | 0,129 | 0,261 | 0,225 | 0,206 |
| 81 | DIFFERENCE | 0,0 | 0,0 | 5,28 | 10,70 | 9,60 | 8,81 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 1,805 | 2,016 | 2,255 | 2,330 | 2,449 | 2,579 |
| 111 | BASELINE | 1,805 | 2,016 | 2,142 | 2,104 | 2,233 | 2,371 |
| 121 | DIFFERENCE | 0,0 | 0,0 | 0,113 | 0,226 | 0,215 | 0,208 |
| 131 | DIFFERENCE | 0,0 | 0,0 | 5,26 | 10,72 | 9,64 | 8,77 |
| 141 | DIFFERENCE | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 1,883 | 2,903 | 2,733 | 2,761 | 2,612 | 2,644 |
| 171 | BASELINE | 1,883 | 2,903 | 2,826 | 2,707 | 2,578 | 2,622 |
| 181 | DIFFERENCE | 0,0 | 0,0 | -0,093 | 0,054 | 0,034 | 0,022 |
| 191 | DIFFERENCE | 0,0 | 0,0 | -3,29 | 2,00 | 1,32 | 0,85 |
| 201 | DIFFERENCE | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 1,400 | 2,023 | 2,253 | 2,863 | 2,808 | 2,849 |
| 231 | BASELINE | 1,400 | 2,023 | 2,847 | 3,317 | 3,274 | 3,250 |
| 241 | DIFFERENCE | 0,0 | 0,0 | -0,594 | -0,454 | -0,426 | -0,401 |
| 251 | DIFFERENCE | 0,0 | 0,0 | -20,85 | -13,68 | -13,01 | -12,32 |
| 261 | DIFFERENCE | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 0,768 | 0,935 | 0,947 | 1,025 | 1,038 | 1,066 |
| 291 | BASELINE | 0,768 | 0,935 | 0,999 | 1,025 | 1,043 | 1,073 |
| 301 | DIFFERENCE | 0,0 | 0,0 | -0,053 | -0,000 | -0,007 | -0,007 |
| 311 | DIFFERENCE | 0,0 | 0,0 | -5,29 | -0,04 | -0,44 | -0,65 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--------------------|--------|--------|--------|--------|--------|--------|
| 1 | NEW REGISTRATIONS: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 2,602 | 2,494 | 2,388 | 2,326 | 2,258 | 2,267 |
| 61 | DIFFERENCE | 2,400 | 2,314 | 2,229 | 2,181 | 2,127 | 2,141 |
| 71 | DIFFERENCE | 0,202 | 0,180 | 0,160 | 0,145 | 0,131 | 0,126 |
| 81 | DIFFERENCE | 8,42 | 7,76 | 7,17 | 6,63 | 6,16 | 5,87 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 2,920 | 2,814 | 2,726 | 2,726 | 2,700 | 2,641 |
| 111 | BASELINE | 2,696 | 2,616 | 2,548 | 2,561 | 2,546 | 2,496 |
| 121 | DIFFERENCE | 0,224 | 0,198 | 0,178 | 0,166 | 0,155 | 0,145 |
| 131 | DIFFERENCE | 8,31 | 7,58 | 6,98 | 6,47 | 6,07 | 5,81 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 2,918 | 2,837 | 2,769 | 2,804 | 2,786 | 2,789 |
| 171 | BASELINE | 2,894 | 2,822 | 2,761 | 2,801 | 2,787 | 2,794 |
| 181 | DIFFERENCE | 0,023 | 0,015 | 0,008 | 0,003 | -0,001 | -0,005 |
| 191 | DIFFERENCE | 0,80 | 0,53 | 0,29 | 0,10 | -0,03 | -0,16 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 3,166 | 3,189 | 3,197 | 3,310 | 3,414 | 3,283 |
| 231 | BASELINE | 3,553 | 3,535 | 3,512 | 3,608 | 3,701 | 3,564 |
| 241 | DIFFERENCE | -0,387 | -0,346 | -0,315 | -0,298 | -0,286 | -0,280 |
| 251 | DIFFERENCE | -10,89 | -9,78 | -8,98 | -8,27 | -7,73 | -7,87 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 1,181 | 1,167 | 1,151 | 1,172 | 1,185 | 1,180 |
| 291 | BASELINE | 1,187 | 1,175 | 1,161 | 1,184 | 1,199 | 1,194 |
| 301 | DIFFERENCE | -0,006 | -0,008 | -0,010 | -0,012 | -0,013 | -0,014 |
| 311 | DIFFERENCE | -0,50 | -0,66 | -0,84 | -0,98 | -1,11 | -1,20 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|----------------------|------------|--------|--------|--------|--------|--------|--------|
| 1 NEW REGISTRATIONS: | | | | | | | |
| 21 | MILL AUTOS | | | | | | |
| 31 | SUBCOMPACT | | 2,155 | 2,414 | 2,512 | 2,539 | 2,559 |
| 41 | ALTERNATE | 2,290 | 2,230 | 2,286 | 2,178 | 2,401 | 2,415 |
| 51 | BASELINE | 0,123 | 0,125 | 0,128 | 0,135 | 0,139 | 0,143 |
| 61 | DIFFERENCE | 5,67 | 5,59 | 5,59 | 5,66 | 5,77 | 5,92 |
| 81 | | | | | | | |
| 91 | COMPACT | | 2,694 | 2,768 | 2,839 | 2,862 | 2,878 |
| 101 | ALTERNATE | 2,657 | 2,551 | 2,621 | 2,686 | 2,705 | 2,716 |
| 111 | BASELINE | 0,142 | 0,143 | 0,148 | 0,153 | 0,157 | 0,162 |
| 121 | DIFFERENCE | 5,66 | 5,61 | 5,63 | 5,70 | 5,81 | 5,95 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | 2,909 | 2,997 | 3,112 | 3,116 | 3,162 |
| 161 | ALTERNATE | 2,835 | 2,916 | 3,003 | 3,117 | 3,117 | 3,159 |
| 171 | BASELINE | 2,842 | 2,907 | 2,906 | 2,904 | 2,901 | 2,903 |
| 181 | DIFFERENCE | -0,007 | -0,025 | -0,021 | -0,014 | -0,002 | 0,10 |
| 191 | | -0,24 | | | | | |
| 201 | | | | | | | |
| 211 | FULL SIZE | | 3,280 | 3,321 | 3,350 | 3,353 | 3,328 |
| 221 | ALTERNATE | 3,269 | 3,273 | 3,325 | 3,364 | 3,368 | 3,364 |
| 231 | BASELINE | 3,554 | 3,573 | 3,625 | 3,664 | 3,668 | 3,664 |
| 241 | DIFFERENCE | -0,285 | -0,294 | -0,304 | -0,314 | -0,315 | -0,316 |
| 251 | DIFFERENCE | -8,02 | -8,22 | -8,38 | -8,57 | -8,60 | -8,67 |
| 261 | | | | | | | |
| 271 | LUXURY | | 1,238 | 1,283 | 1,333 | 1,355 | 1,376 |
| 281 | ALTERNATE | 1,202 | 1,254 | 1,299 | 1,349 | 1,370 | 1,390 |
| 291 | BASELINE | 1,218 | 1,254 | 1,299 | 1,349 | 1,370 | 1,390 |
| 301 | DIFFERENCE | -0,015 | -0,016 | -0,016 | -0,016 | -0,015 | -0,013 |
| 311 | DIFFERENCE | -1,27 | -1,28 | -1,25 | -1,17 | -1,06 | -0,95 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------|------------|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | |
| 21 | MILL AUTOS | | | | | | |
| 31 | SUBCOMPACT | 2,573 | 2,583 | 2,588 | 2,575 | 2,549 | 2,540 |
| 41 | ALTERNATE | 2,426 | 2,434 | 2,439 | 2,428 | 2,404 | 2,398 |
| 51 | BASELINE | 0,147 | 0,149 | 0,150 | 0,148 | 0,145 | 0,142 |
| 61 | DIFFERENCE | 6,05 | 6,12 | 6,14 | 6,09 | 6,02 | 5,94 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 2,902 | 2,931 | 2,946 | 2,977 | 2,976 | 2,989 |
| 111 | BASELINE | 2,736 | 2,762 | 2,776 | 2,806 | 2,807 | 2,822 |
| 121 | DIFFERENCE | 0,166 | 0,169 | 0,171 | 0,171 | 0,169 | 0,167 |
| 131 | DIFFERENCE | 6,06 | 6,13 | 6,14 | 6,09 | 6,02 | 5,93 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 3,198 | 3,239 | 3,262 | 3,296 | 3,296 | 3,305 |
| 171 | BASELINE | 3,192 | 3,230 | 3,254 | 3,288 | 3,290 | 3,301 |
| 181 | DIFFERENCE | 0,006 | 0,008 | 0,008 | 0,008 | 0,006 | 0,004 |
| 191 | DIFFERENCE | 0,19 | 0,25 | 0,26 | 0,23 | 0,19 | 0,13 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 3,353 | 3,389 | 3,401 | 3,459 | 3,469 | 3,485 |
| 231 | BASELINE | 3,670 | 3,707 | 3,719 | 3,778 | 3,787 | 3,803 |
| 241 | DIFFERENCE | -0,317 | -0,318 | -0,319 | -0,319 | -0,317 | -0,318 |
| 251 | DIFFERENCE | -8,63 | -8,58 | -8,56 | -8,44 | -8,38 | -8,35 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 1,403 | 1,432 | 1,455 | 1,484 | 1,497 | 1,516 |
| 291 | BASELINE | 1,415 | 1,444 | 1,467 | 1,496 | 1,511 | 1,531 |
| 301 | DIFFERENCE | -0,012 | -0,012 | -0,012 | -0,012 | -0,013 | -0,014 |
| 311 | DIFFERENCE | -0,87 | -0,82 | -0,81 | -0,83 | -0,88 | -0,93 |

TABLE 3.04 NEW REGISTRATIONS BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|------|-------------------|--------|--------|
| 1 | NEW REGISTRATIONS | | |
| 21 | SUBCOMPACT | | |
| 31 | MILL AUTOS | | |
| 41 | ALTERNATE | 2,533 | 2,514 |
| 51 | BASELINE | 2,393 | 2,377 |
| 61 | DIFFERENCE | 0,140 | 0,137 |
| 71 | DIFFERENCE | 5,86 | 5,78 |
| 81 | COMPACT | | |
| 91 | MILL AUTOS | | |
| 101 | ALTERNATE | 3,009 | 3,016 |
| 111 | BASELINE | 2,843 | 2,851 |
| 121 | DIFFERENCE | 0,167 | 0,165 |
| 131 | DIFFERENCE | 5,86 | 5,78 |
| 141 | MID-SIZE | | |
| 151 | MILL AUTOS | | |
| 161 | ALTERNATE | 3,322 | 3,350 |
| 171 | BASELINE | 3,318 | 3,348 |
| 181 | DIFFERENCE | 0,003 | 0,002 |
| 191 | DIFFERENCE | 0,09 | 0,05 |
| 201 | FULL SIZE | | |
| 211 | MILL AUTOS | | |
| 221 | ALTERNATE | 3,515 | 3,532 |
| 231 | BASELINE | 3,833 | 3,849 |
| 241 | DIFFERENCE | -0,318 | -0,316 |
| 251 | DIFFERENCE | -8,29 | -8,21 |
| 261 | LUXURY | | |
| 271 | MILL AUTOS | | |
| 281 | ALTERNATE | 1,539 | 1,557 |
| 291 | BASELINE | 1,554 | 1,573 |
| 301 | DIFFERENCE | -0,015 | -0,016 |
| 311 | DIFFERENCE | -0,96 | -0,99 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|----------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED STOCKS | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 22,459 | 20,962 | 22,022 | 22,577 | 22,579 | 22,670 |
| 51 | BASELINE | 22,459 | 20,962 | 20,672 | 21,167 | 21,172 | 21,269 |
| 61 | DIFFERENCE | 0,0 | 0,0 | 1,351 | 1,410 | 1,407 | 1,402 |
| 71 | DIFFERENCE | 0,0 | 0,0 | 6,53 | 6,66 | 6,65 | 6,59 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 19,120 | 19,315 | 20,207 | 20,220 | 21,093 | 21,868 |
| 111 | BASELINE | 19,120 | 19,315 | 18,968 | 18,957 | 19,778 | 20,516 |
| 121 | DIFFERENCE | 0,0 | 0,0 | 1,239 | 1,263 | 1,315 | 1,352 |
| 131 | DIFFERENCE | 0,0 | 0,0 | 6,53 | 6,66 | 6,65 | 6,59 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 22,673 | 23,221 | 23,655 | 24,339 | 24,734 | 24,860 |
| 171 | BASELINE | 22,673 | 23,221 | 23,678 | 24,329 | 24,720 | 24,852 |
| 181 | DIFFERENCE | 0,0 | 0,0 | -0,023 | 0,009 | 0,014 | 0,008 |
| 191 | DIFFERENCE | 0,0 | 0,0 | -0,10 | 0,04 | 0,06 | 0,03 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 23,684 | 27,510 | 27,302 | 28,712 | 28,304 | 27,750 |
| 231 | BASELINE | 23,684 | 27,510 | 30,168 | 31,612 | 31,187 | 30,626 |
| 241 | DIFFERENCE | 0,0 | 0,0 | -2,866 | -2,900 | -2,883 | -2,877 |
| 251 | DIFFERENCE | 0,0 | 0,0 | -0,150 | -0,17 | -0,24 | -0,19 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 8,707 | 8,997 | 9,124 | 9,420 | 9,606 | 9,761 |
| 291 | BASELINE | 8,707 | 8,997 | 9,246 | 9,537 | 9,718 | 9,870 |
| 301 | DIFFERENCE | 0,0 | 0,0 | -0,123 | -0,116 | -0,111 | -0,110 |
| 311 | DIFFERENCE | 0,0 | 0,0 | -1,33 | -1,22 | -1,14 | -1,11 |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|----------------|------|------|------|------|------|------|
| 1 | DESIRED STOCK: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | DIFFERENCE | | | | | | |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | DIFFERENCE | | | | | | |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | DIFFERENCE | | | | | | |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | DIFFERENCE | | | | | | |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | DIFFERENCE | | | | | | |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|----------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED STOCKS | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 22,609 | 22,821 | 22,870 | 23,065 | 23,224 | 23,354 |
| 61 | DIFFERENCE | 21,269 | 21,469 | 21,521 | 21,713 | 21,872 | 22,002 |
| 71 | % DIFFERENCE | 1,341 | 1,351 | 1,349 | 1,353 | 1,351 | 1,352 |
| 81 | | 6,30 | 6,29 | 6,27 | 6,23 | 6,18 | 6,14 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 25,295 | 25,547 | 25,820 | 25,970 | 26,197 | 26,374 |
| 111 | BASELINE | 23,796 | 24,034 | 24,297 | 24,447 | 24,673 | 24,847 |
| 121 | DIFFERENCE | 1,500 | 1,513 | 1,523 | 1,523 | 1,525 | 1,527 |
| 131 | % DIFFERENCE | 6,30 | 6,29 | 6,27 | 6,23 | 6,18 | 6,14 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 28,120 | 28,486 | 28,776 | 29,118 | 29,295 | 29,670 |
| 171 | BASELINE | 28,067 | 28,430 | 28,720 | 29,067 | 29,249 | 29,632 |
| 181 | DIFFERENCE | 0,052 | 0,056 | 0,056 | 0,051 | 0,046 | 0,038 |
| 191 | % DIFFERENCE | 0,19 | 0,20 | 0,19 | 0,18 | 0,16 | 0,13 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 32,258 | 32,444 | 32,572 | 32,486 | 32,641 | 32,614 |
| 231 | BASELINE | 35,162 | 35,363 | 35,498 | 35,420 | 35,589 | 35,580 |
| 241 | DIFFERENCE | -2,904 | -2,919 | -2,926 | -2,934 | -2,948 | -2,966 |
| 251 | % DIFFERENCE | -8,26 | -8,25 | -8,24 | -8,28 | -8,28 | -8,34 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 11,688 | 11,924 | 12,137 | 12,334 | 12,552 | 12,764 |
| 291 | BASELINE | 11,795 | 12,032 | 12,246 | 12,446 | 12,667 | 12,884 |
| 301 | DIFFERENCE | -0,108 | -0,108 | -0,109 | -0,112 | -0,116 | -0,120 |
| 311 | % DIFFERENCE | -0,91 | -0,90 | -0,89 | -0,90 | -0,91 | -0,93 |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------|--------|--------|--------|--------|--------|--------|
| 1 | UNDESIRABLE STOCKS | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 23,421 | 23,461 | 23,553 | 23,493 | 23,500 | 23,529 |
| 51 | BASLINE | 22,071 | 22,113 | 22,203 | 22,150 | 22,160 | 22,190 |
| 61 | DIFFERENCE | 1,350 | 1,348 | 1,350 | 1,343 | 1,340 | 1,339 |
| 71 | % DIFFERENCE | 6.12 | 6.09 | 6.08 | 6.06 | 6.05 | 6.03 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 26,522 | 26,674 | 26,830 | 27,009 | 27,196 | 27,387 |
| 111 | BASLINE | 24,993 | 25,142 | 25,292 | 25,465 | 25,645 | 25,829 |
| 121 | DIFFERENCE | 1,529 | 1,532 | 1,538 | 1,544 | 1,551 | 1,558 |
| 131 | % DIFFERENCE | 6.12 | 6.09 | 6.08 | 6.06 | 6.05 | 6.03 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 29,964 | 30,259 | 30,551 | 30,839 | 31,130 | 31,374 |
| 171 | BASLINE | 29,929 | 30,226 | 30,518 | 30,803 | 31,090 | 31,330 |
| 181 | DIFFERENCE | 0,035 | 0,033 | 0,033 | 0,036 | 0,041 | 0,045 |
| 191 | % DIFFERENCE | 0.12 | 0.11 | 0.11 | 0.12 | 0.13 | 0.14 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 32,754 | 32,909 | 33,021 | 33,316 | 33,568 | 33,766 |
| 231 | BASLINE | 35,737 | 35,903 | 36,026 | 36,318 | 36,570 | 36,765 |
| 241 | DIFFERENCE | -2,982 | -2,994 | -3,005 | -3,002 | -3,002 | -2,999 |
| 251 | % DIFFERENCE | -8.35 | -8.34 | -8.34 | -8.27 | -8.21 | -8.16 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 12,982 | 13,206 | 13,432 | 13,670 | 13,911 | 14,141 |
| 291 | BASLINE | 13,106 | 13,333 | 13,561 | 13,800 | 14,041 | 14,271 |
| 301 | DIFFERENCE | -0,124 | -0,127 | -0,129 | -0,130 | -0,130 | -0,130 |
| 311 | % DIFFERENCE | -0.95 | -0.95 | -0.95 | -0.94 | -0.93 | -0.91 |

TABLE 3.05 STOCKS BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|------|-----------------|------|------|
| 1 | DESIGNED STOCK: | | |
| 21 | | | |
| 31 | SUBCOMPACT | | |
| 41 | ALTERNATE | | |
| 51 | BASELINE | | |
| 61 | DIFFERENCE | | |
| 71 | % DIFFERENCE | | |
| 81 | | | |
| 91 | COMPACT | | |
| 101 | ALTERNATE | | |
| 111 | BASELINE | | |
| 121 | DIFFERENCE | | |
| 131 | % DIFFERENCE | | |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | ALTERNATE | | |
| 171 | BASELINE | | |
| 181 | DIFFERENCE | | |
| 191 | % DIFFERENCE | | |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | ALTERNATE | | |
| 231 | BASELINE | | |
| 241 | DIFFERENCE | | |
| 251 | % DIFFERENCE | | |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | ALTERNATE | | |
| 291 | BASELINE | | |
| 301 | DIFFERENCE | | |
| 311 | % DIFFERENCE | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.06 STOCKS BY SIZE CLASS

| LINE | I T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------|--------|--------|--------|--------|--------|--------|
| 1 | YEAR-END ACTUAL STOCKS: | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASLINE | 16,275 | 17,918 | 19,514 | 21,142 | 22,256 | 23,052 |
| 61 | DIFFERENCE | 0,0 | 17,918 | 19,397 | 20,745 | 21,632 | 22,229 |
| 71 | DIFFERENCE | 0,0 | 0,0 | 0,137 | 0,397 | 0,623 | 0,823 |
| 81 | DIFFERENCE | 0,0 | 0,0 | 0,71 | 1,91 | 2,88 | 3,70 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 16,947 | 17,878 | 18,758 | 19,635 | 20,285 | 20,911 |
| 111 | BASLINE | 16,947 | 17,878 | 18,633 | 19,285 | 19,719 | 20,143 |
| 121 | DIFFERENCE | 0,0 | 0,0 | 0,125 | 0,350 | 0,567 | 0,768 |
| 131 | DIFFERENCE | 0,0 | 0,0 | 0,67 | 1,81 | 2,87 | 3,81 |
| 141 | DIFFERENCE | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 22,309 | 23,467 | 24,128 | 24,805 | 24,979 | 25,080 |
| 171 | BASLINE | 22,309 | 23,467 | 24,203 | 24,826 | 24,959 | 25,038 |
| 181 | DIFFERENCE | 0,0 | 0,0 | -0,075 | -0,020 | 0,020 | 0,042 |
| 191 | DIFFERENCE | 0,0 | 0,0 | -0,31 | -0,08 | 0,08 | 0,17 |
| 201 | DIFFERENCE | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 32,695 | 31,936 | 30,829 | 30,332 | 29,302 | 28,269 |
| 231 | BASLINE | 32,695 | 31,936 | 31,391 | 31,345 | 30,721 | 30,071 |
| 241 | DIFFERENCE | 0,0 | 0,0 | -0,563 | -1,013 | -1,420 | -1,802 |
| 251 | DIFFERENCE | 0,0 | 0,0 | -1,79 | -3,23 | -4,62 | -5,99 |
| 261 | DIFFERENCE | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 8,418 | 8,806 | 9,061 | 9,354 | 9,495 | 9,597 |
| 291 | BASLINE | 8,418 | 8,806 | 9,107 | 9,401 | 9,543 | 9,652 |
| 301 | DIFFERENCE | 0,0 | 0,0 | -0,047 | -0,047 | -0,048 | -0,054 |
| 311 | DIFFERENCE | 0,0 | 0,0 | -0,51 | -0,50 | -0,51 | -0,56 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|---------------------------|--------|--------|--------|--------|--------|--------|
| 1 | 1 YEAR-END ACTUAL STOCKS: | | | | | | |
| 21 | MILL AUTO | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | 23,630 | 24,076 | 24,544 | 24,435 | 24,446 | 24,430 |
| 51 | BASELINE | 22,637 | 22,930 | 23,071 | 23,065 | 23,004 | 22,939 |
| 61 | DIFFERENCE | 0,993 | 1,146 | 1,273 | 1,371 | 1,442 | 1,491 |
| 71 | % DIFFERENCE | 4.39 | 5.00 | 5.52 | 5.94 | 6.27 | 6.50 |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 21,774 | 22,658 | 23,468 | 24,219 | 24,930 | 25,517 |
| 111 | BASELINE | 20,813 | 21,525 | 22,187 | 22,817 | 23,430 | 23,947 |
| 121 | DIFFERENCE | 0,961 | 1,133 | 1,280 | 1,402 | 1,500 | 1,570 |
| 131 | % DIFFERENCE | 4.61 | 5.27 | 5.77 | 6.14 | 6.40 | 6.56 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 25,401 | 25,839 | 26,242 | 26,630 | 27,022 | 27,374 |
| 171 | BASELINE | 25,360 | 25,790 | 26,188 | 26,573 | 26,965 | 27,316 |
| 181 | DIFFERENCE | 0,041 | 0,049 | 0,054 | 0,056 | 0,058 | 0,058 |
| 191 | % DIFFERENCE | 0.16 | 0.19 | 0.21 | 0.21 | 0.21 | 0.21 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 27,674 | 27,635 | 27,907 | 28,459 | 29,306 | 30,067 |
| 231 | BASELINE | 29,868 | 30,135 | 30,653 | 31,396 | 32,382 | 33,226 |
| 241 | DIFFERENCE | -2,193 | -2,501 | -2,747 | -2,937 | -3,076 | -3,160 |
| 251 | % DIFFERENCE | -7.34 | -8.30 | -8.96 | -9.35 | -9.50 | -9.51 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 9,767 | 9,988 | 10,216 | 10,458 | 10,732 | 10,989 |
| 291 | BASELINE | 9,836 | 10,066 | 10,301 | 10,551 | 10,832 | 11,094 |
| 301 | DIFFERENCE | -0,068 | -0,077 | -0,085 | -0,093 | -0,100 | -0,105 |
| 311 | % DIFFERENCE | -0.69 | -0.77 | -0.83 | -0.88 | -0.92 | -0.95 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------|--------|--------|--------|--------|--------|--------|
| 1 | YEAR-END ACTUAL STOCKS: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 24,348 | 24,234 | 24,090 | 23,986 | 23,978 | 24,012 |
| 61 | DIFFERENCE | 22,838 | 22,729 | 22,608 | 22,534 | 22,552 | 22,607 |
| 71 | % DIFFERENCE | 1,510 | 1,504 | 1,481 | 1,452 | 1,426 | 1,404 |
| 81 | | 6.61 | 6.62 | 6.55 | 6.45 | 6.32 | 6.21 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 25,989 | 26,343 | 26,608 | 26,794 | 26,984 | 27,147 |
| 111 | BASELINE | 24,377 | 24,715 | 24,983 | 25,183 | 25,389 | 25,567 |
| 121 | DIFFERENCE | 1,612 | 1,628 | 1,625 | 1,611 | 1,595 | 1,580 |
| 131 | % DIFFERENCE | 6.61 | 6.59 | 6.50 | 6.40 | 6.28 | 6.18 |
| 141 | | | | | | | |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | 27,668 | 27,926 | 28,154 | 28,404 | 28,686 | 28,991 |
| 171 | BASELINE | 27,612 | 27,875 | 28,112 | 28,370 | 28,661 | 28,973 |
| 181 | DIFFERENCE | 0,056 | 0,050 | 0,043 | 0,034 | 0,025 | 0,018 |
| 191 | % DIFFERENCE | 0.20 | 0.18 | 0.15 | 0.12 | 0.09 | 0.06 |
| 201 | | | | | | | |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | 30,739 | 31,275 | 31,677 | 31,948 | 32,204 | 32,359 |
| 231 | BASELINE | 33,927 | 34,451 | 34,816 | 35,043 | 35,269 | 35,403 |
| 241 | DIFFERENCE | -3,188 | -3,176 | -3,139 | -3,095 | -3,064 | -3,044 |
| 251 | % DIFFERENCE | -9.40 | -9.22 | -9.02 | -8.63 | -8.69 | -8.60 |
| 261 | | | | | | | |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | 11,226 | 11,444 | 11,646 | 11,841 | 12,056 | 12,267 |
| 291 | BASELINE | 11,335 | 11,557 | 11,762 | 11,962 | 12,180 | 12,394 |
| 301 | DIFFERENCE | -0,109 | -0,113 | -0,117 | -0,120 | -0,124 | -0,127 |
| 311 | % DIFFERENCE | -0.96 | -0.98 | -0.99 | -1.00 | -1.02 | -1.03 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-----------------------|--------|--------|--------|--------|--------|--------|
| 11 | AR-END ACTUAL STOCKS: | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | 24,180 | 24,300 | 24,410 | 24,516 | 24,591 |
| 51 | BASELINE | 24,085 | 22,799 | 22,921 | 23,030 | 23,132 | 23,204 |
| 61 | DIFFERENCE | 1,389 | 1,381 | 1,379 | 1,380 | 1,384 | 1,387 |
| 71 | % DIFFERENCE | 6,12 | 6,06 | 6,02 | 5,99 | 5,99 | 5,98 |
| 81 | COMPACT | | | | | | |
| 91 | ALTERNATE | | 27,453 | 27,610 | 27,785 | 27,976 | 28,155 |
| 101 | BASELINE | 25,733 | 25,889 | 26,045 | 26,214 | 26,396 | 26,566 |
| 121 | DIFFERENCE | 1,569 | 1,564 | 1,565 | 1,571 | 1,581 | 1,589 |
| 131 | % DIFFERENCE | 6,10 | 6,04 | 6,01 | 5,99 | 5,99 | 5,98 |
| 141 | MID-SIZE | | | | | | |
| 151 | ALTERNATE | | 29,622 | 29,940 | 30,265 | 30,584 | 30,869 |
| 161 | BASELINE | 29,304 | 29,609 | 29,925 | 30,246 | 30,558 | 30,838 |
| 181 | DIFFERENCE | 0,014 | 0,013 | 0,015 | 0,020 | 0,025 | 0,031 |
| 191 | % DIFFERENCE | 0,05 | 0,04 | 0,05 | 0,07 | 0,08 | 0,10 |
| 201 | FULL SIZE | | | | | | |
| 211 | ALTERNATE | | 32,552 | 32,615 | 32,713 | 32,840 | 32,965 |
| 231 | BASELINE | 35,505 | 35,587 | 35,655 | 35,761 | 35,899 | 36,028 |
| 241 | DIFFERENCE | 3,035 | 3,035 | 3,040 | 3,049 | 3,059 | 3,063 |
| 251 | % DIFFERENCE | 8,55 | 8,53 | 8,53 | 8,53 | 8,52 | 8,50 |
| 261 | LUXURY | | | | | | |
| 271 | ALTERNATE | | 12,482 | 12,923 | 13,154 | 13,389 | 13,616 |
| 281 | BASELINE | 12,612 | 12,832 | 13,055 | 13,286 | 13,521 | 13,748 |
| 301 | DIFFERENCE | 0,130 | 0,131 | 0,132 | 0,132 | 0,132 | 0,132 |
| 311 | % DIFFERENCE | 1,03 | 1,02 | 1,01 | 0,99 | 0,98 | 0,96 |

TABLE 3.06 STOCKS BY SIZE CLASS - CONTINUED

| LINE | ITEM | 1999 | | 2000 | |
|------|------------------------|------|--|------|--|
| | | 1999 | | 2000 | |
| 1 | YEAR-END ACTUAL STOCKS | | | | |
| 21 | SUBCOMPACT | | | | |
| 41 | ALTERNATE | | | | |
| 51 | BASELINE | | | | |
| 61 | DIFFERENCE | | | | |
| 71 | DIFFERENCE | | | | |
| 81 | COMPACT | | | | |
| 91 | ALTERNATE | | | | |
| 101 | BASELINE | | | | |
| 111 | DIFFERENCE | | | | |
| 121 | DIFFERENCE | | | | |
| 131 | DIFFERENCE | | | | |
| 141 | MID-SIZE | | | | |
| 151 | ALTERNATE | | | | |
| 161 | BASELINE | | | | |
| 171 | DIFFERENCE | | | | |
| 181 | DIFFERENCE | | | | |
| 191 | DIFFERENCE | | | | |
| 201 | FULL SIZE | | | | |
| 211 | ALTERNATE | | | | |
| 221 | BASELINE | | | | |
| 231 | DIFFERENCE | | | | |
| 241 | DIFFERENCE | | | | |
| 251 | DIFFERENCE | | | | |
| 261 | LUXURY | | | | |
| 271 | ALTERNATE | | | | |
| 281 | BASELINE | | | | |
| 291 | DIFFERENCE | | | | |
| 301 | DIFFERENCE | | | | |
| 311 | DIFFERENCE | | | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--|-------|-------|-------|-------|-------|-------|
| | 11AVG NOMINAL CAP, COST PER MILE \$/MILE | | | | | | |
| 21 | ALTERNATE | 0.195 | 0.206 | 0.220 | 0.234 | 0.248 | 0.262 |
| 31 | BASELINE | 0.195 | 0.206 | 0.218 | 0.232 | 0.247 | 0.260 |
| 41 | DIFFERENCE | 0.0 | 0.0 | 0.001 | 0.002 | 0.002 | 0.002 |
| 51 | % DIFFERENCE | 0.0 | 0.0 | 0.67 | 0.70 | 0.69 | 0.67 |
| 61 | | | | | | | |
| | 71AVG REAL CAP, COST PER MILE | | | | | | |
| 81 | ALTERNATE | 0.152 | 0.152 | 0.153 | 0.155 | 0.155 | 0.155 |
| 91 | BASELINE | 0.152 | 0.152 | 0.152 | 0.154 | 0.154 | 0.154 |
| 101 | DIFFERENCE | 0.0 | 0.0 | 0.001 | 0.001 | 0.001 | 0.001 |
| 111 | % DIFFERENCE | 0.0 | 0.0 | 0.67 | 0.70 | 0.69 | 0.67 |
| 121 | | | | | | | |
| | 131CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 141 | | | | | | | |
| | 151 SUBCOMPACTS | | | | | | |
| 161 | ALTERNATE | 0.152 | 0.161 | 0.170 | 0.181 | 0.193 | 0.204 |
| 171 | BASELINE | 0.152 | 0.161 | 0.170 | 0.181 | 0.193 | 0.204 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| | 211 COMPACTS | | | | | | |
| 221 | ALTERNATE | 0.175 | 0.184 | 0.195 | 0.208 | 0.221 | 0.233 |
| 231 | BASELINE | 0.175 | 0.184 | 0.195 | 0.208 | 0.221 | 0.233 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| | 271 MID-SIZE | | | | | | |
| 281 | ALTERNATE | 0.198 | 0.208 | 0.223 | 0.237 | 0.252 | 0.266 |
| 291 | BASELINE | 0.198 | 0.208 | 0.219 | 0.233 | 0.247 | 0.261 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.004 | 0.005 | 0.005 | 0.005 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 1.98 | 1.98 | 1.97 | 1.96 |
| 321 | | | | | | | |
| | 331 FULL SIZE | | | | | | |
| 341 | ALTERNATE | 0.217 | 0.226 | 0.242 | 0.257 | 0.273 | 0.289 |
| 351 | BASELINE | 0.217 | 0.226 | 0.237 | 0.252 | 0.267 | 0.283 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.005 | 0.005 | 0.005 | 0.006 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 2.07 | 2.07 | 2.05 | 2.04 |
| 381 | | | | | | | |
| | 391 LUXURY | | | | | | |
| 401 | ALTERNATE | 0.281 | 0.294 | 0.316 | 0.336 | 0.357 | 0.377 |
| 411 | BASELINE | 0.281 | 0.294 | 0.308 | 0.328 | 0.348 | 0.368 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.008 | 0.008 | 0.009 | 0.009 |
| 431 | % DIFFERENCE | 0.0 | 0.0 | 2.60 | 2.59 | 2.58 | 2.56 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--|-------|-------|-------|-------|-------|-------|
| 11 | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 21 | ALTERNATE | 0.274 | 0.287 | 0.301 | 0.314 | 0.328 | 0.342 |
| 31 | BASELINE | 0.273 | 0.285 | 0.299 | 0.312 | 0.325 | 0.339 |
| 41 | DIFFERENCE | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 | 0.002 |
| 51 | % DIFFERENCE | 0.67 | 0.68 | 0.70 | 0.72 | 0.74 | 0.74 |
| 61 | | | | | | | |
| 71 | AVG REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 81 | ALTERNATE | 0.156 | 0.156 | 0.156 | 0.157 | 0.157 | 0.158 |
| 91 | BASELINE | 0.155 | 0.155 | 0.155 | 0.156 | 0.156 | 0.157 |
| 101 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 111 | % DIFFERENCE | 0.67 | 0.68 | 0.70 | 0.72 | 0.74 | 0.74 |
| 121 | | | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 141 | SUBCOMPACTS | | | | | | |
| 151 | ALTERNATE | 0.214 | 0.224 | 0.235 | 0.246 | 0.257 | 0.268 |
| 161 | BASELINE | 0.214 | 0.224 | 0.235 | 0.246 | 0.257 | 0.268 |
| 171 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | | | | | | | |
| 201 | COMPACTS | | | | | | |
| 211 | ALTERNATE | 0.244 | 0.255 | 0.267 | 0.279 | 0.291 | 0.304 |
| 221 | BASELINE | 0.244 | 0.255 | 0.267 | 0.279 | 0.291 | 0.304 |
| 231 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | | | | | | | |
| 261 | MID-SIZE | | | | | | |
| 271 | ALTERNATE | 0.278 | 0.290 | 0.304 | 0.316 | 0.330 | 0.344 |
| 281 | BASELINE | 0.273 | 0.285 | 0.298 | 0.310 | 0.323 | 0.337 |
| 291 | DIFFERENCE | 0.005 | 0.005 | 0.006 | 0.006 | 0.006 | 0.006 |
| 301 | % DIFFERENCE | 1.94 | 1.92 | 1.91 | 1.89 | 1.88 | 1.86 |
| 311 | | | | | | | |
| 321 | FULL SIZE | | | | | | |
| 331 | ALTERNATE | 0.302 | 0.315 | 0.329 | 0.342 | 0.356 | 0.371 |
| 341 | BASELINE | 0.296 | 0.309 | 0.323 | 0.336 | 0.349 | 0.364 |
| 351 | DIFFERENCE | 0.006 | 0.006 | 0.006 | 0.007 | 0.007 | 0.007 |
| 361 | % DIFFERENCE | 2.01 | 1.99 | 1.98 | 1.96 | 1.94 | 1.93 |
| 371 | | | | | | | |
| 381 | LUXURY | | | | | | |
| 391 | ALTERNATE | 0.394 | 0.410 | 0.428 | 0.445 | 0.463 | 0.482 |
| 401 | BASELINE | 0.384 | 0.400 | 0.418 | 0.435 | 0.452 | 0.471 |
| 411 | DIFFERENCE | 0.010 | 0.010 | 0.010 | 0.011 | 0.011 | 0.012 |
| 421 | % DIFFERENCE | 2.53 | 2.51 | 2.50 | 2.48 | 2.47 | 2.45 |
| 431 | | | | | | | |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--|-------|-------|-------|-------|-------|-------|
| | AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 11 | AVG NOMINAL CAP. COST PER MILE | | | | | | |
| 21 | ALTERNATE | 0.356 | 0.372 | 0.388 | 0.404 | 0.420 | 0.436 |
| 31 | BASELINE | 0.354 | 0.369 | 0.385 | 0.401 | 0.417 | 0.433 |
| 41 | DIFFERENCE | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 | 0.003 |
| 51 | SIX DIFFERENCE | 0.74 | 0.73 | 0.73 | 0.73 | 0.72 | 0.72 |
| 61 | | | | | | | |
| 71 | REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 81 | ALTERNATE | 0.159 | 0.160 | 0.161 | 0.161 | 0.162 | 0.164 |
| 91 | BASELINE | 0.158 | 0.159 | 0.159 | 0.160 | 0.161 | 0.162 |
| 101 | DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 111 | SIX DIFFERENCE | 0.74 | 0.73 | 0.73 | 0.73 | 0.72 | 0.72 |
| 121 | | | | | | | |
| 131 | CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 141 | | | | | | | |
| 151 | SUBCOMPACTS | | | | | | |
| 161 | ALTERNATE | 0.279 | 0.291 | 0.303 | 0.316 | 0.328 | 0.341 |
| 171 | BASELINE | 0.279 | 0.291 | 0.303 | 0.316 | 0.328 | 0.341 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | SIX DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACTS | | | | | | |
| 221 | ALTERNATE | 0.317 | 0.330 | 0.344 | 0.359 | 0.374 | 0.388 |
| 231 | BASELINE | 0.317 | 0.330 | 0.344 | 0.359 | 0.374 | 0.388 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | SIX DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 0.358 | 0.373 | 0.389 | 0.406 | 0.422 | 0.438 |
| 291 | BASELINE | 0.352 | 0.367 | 0.382 | 0.398 | 0.414 | 0.430 |
| 301 | DIFFERENCE | 0.007 | 0.007 | 0.007 | 0.007 | 0.008 | 0.008 |
| 311 | SIX DIFFERENCE | 1.85 | 1.84 | 1.83 | 1.82 | 1.81 | 1.80 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 0.387 | 0.403 | 0.420 | 0.438 | 0.455 | 0.472 |
| 351 | BASELINE | 0.380 | 0.396 | 0.412 | 0.430 | 0.447 | 0.464 |
| 361 | DIFFERENCE | 0.007 | 0.008 | 0.008 | 0.008 | 0.008 | 0.009 |
| 371 | SIX DIFFERENCE | 1.92 | 1.91 | 1.90 | 1.88 | 1.87 | 1.86 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 0.503 | 0.524 | 0.546 | 0.569 | 0.591 | 0.614 |
| 411 | BASELINE | 0.491 | 0.511 | 0.533 | 0.556 | 0.577 | 0.599 |
| 421 | DIFFERENCE | 0.012 | 0.012 | 0.013 | 0.013 | 0.014 | 0.014 |
| 431 | SIX DIFFERENCE | 2.44 | 2.43 | 2.42 | 2.41 | 2.40 | 2.39 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--|-------|-------|-------|-------|-------|-------|
| 1 | 11AVG NOMINAL CAP. COST PER MILE \$/MILE | | | | | | |
| 2 | 21ALTERNATE | 0.453 | 0.471 | 0.489 | 0.508 | 0.527 | 0.548 |
| 3 | 31BASELINE | 0.450 | 0.467 | 0.486 | 0.504 | 0.524 | 0.544 |
| 4 | 41DIFFERENCE | 0.003 | 0.003 | 0.004 | 0.004 | 0.004 | 0.004 |
| 5 | 51% DIFFERENCE | 0.72 | 0.72 | 0.72 | 0.73 | 0.73 | 0.73 |
| 6 | 61 | | | | | | |
| 7 | 71AVG REAL CAP. COST PER MILE 1972 \$ | | | | | | |
| 8 | 81ALTERNATE | 0.165 | 0.166 | 0.167 | 0.168 | 0.169 | 0.170 |
| 9 | 91BASELINE | 0.163 | 0.165 | 0.166 | 0.167 | 0.168 | 0.169 |
| 10 | 101DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 | 0.001 |
| 11 | 111% DIFFERENCE | 0.72 | 0.72 | 0.72 | 0.73 | 0.73 | 0.73 |
| 12 | 121 | | | | | | |
| 13 | 131CAPITALIZED COST PER MILE BY SIZE1 | | | | | | |
| 14 | 141 | | | | | | |
| 15 | 151 SUBCOMPACTS | | | | | | |
| 16 | 161ALTERNATE | 0.353 | 0.367 | 0.381 | 0.395 | 0.410 | 0.426 |
| 17 | 171BASELINE | 0.353 | 0.367 | 0.381 | 0.395 | 0.410 | 0.426 |
| 18 | 181DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 19 | 191% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 20 | 201 | | | | | | |
| 21 | 211 COMPACTS | | | | | | |
| 22 | 221ALTERNATE | 0.403 | 0.419 | 0.435 | 0.452 | 0.469 | 0.487 |
| 23 | 231BASELINE | 0.403 | 0.419 | 0.435 | 0.452 | 0.469 | 0.487 |
| 24 | 241DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 25 | 251% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 26 | 261 | | | | | | |
| 27 | 271 MID-SIZE | | | | | | |
| 28 | 281ALTERNATE | 0.455 | 0.472 | 0.490 | 0.509 | 0.528 | 0.548 |
| 29 | 291BASELINE | 0.447 | 0.464 | 0.482 | 0.500 | 0.519 | 0.538 |
| 30 | 301DIFFERENCE | 0.008 | 0.008 | 0.009 | 0.009 | 0.009 | 0.009 |
| 31 | 311% DIFFERENCE | 1.80 | 1.79 | 1.78 | 1.77 | 1.76 | 1.75 |
| 32 | 321 | | | | | | |
| 33 | 331 FULL SIZE | | | | | | |
| 34 | 341ALTERNATE | 0.491 | 0.509 | 0.529 | 0.548 | 0.569 | 0.590 |
| 35 | 351BASELINE | 0.482 | 0.500 | 0.519 | 0.539 | 0.559 | 0.580 |
| 36 | 361DIFFERENCE | 0.009 | 0.009 | 0.010 | 0.010 | 0.010 | 0.010 |
| 37 | 371% DIFFERENCE | 1.85 | 1.85 | 1.84 | 1.83 | 1.82 | 1.81 |
| 38 | 381 | | | | | | |
| 39 | 391 LUXURY | | | | | | |
| 40 | 401ALTERNATE | 0.637 | 0.661 | 0.687 | 0.712 | 0.739 | 0.767 |
| 41 | 411BASELINE | 0.622 | 0.646 | 0.671 | 0.696 | 0.722 | 0.750 |
| 42 | 421DIFFERENCE | 0.015 | 0.015 | 0.016 | 0.016 | 0.017 | 0.018 |
| 43 | 431% DIFFERENCE | 2.38 | 2.37 | 2.37 | 2.36 | 2.35 | 2.34 |

TABLE 3.07 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1999 | 2000 |
|------|---------------------------------------|-------|-------|
| 1 | 11AVG NOMINAL CAP, COST PER MILE | | |
| 2 | 21ALTERNATE | 0.569 | 0.591 |
| 3 | 31BASELINE | 0.565 | 0.587 |
| 4 | 41DIFFERENCE | 0.004 | 0.004 |
| 5 | 51% DIFFERENCE | 0.73 | 0.73 |
| 6 | | | |
| 7 | 71AVG REAL CAP, COST PER MILE | | |
| 8 | 81ALTERNATE | 0.171 | 0.172 |
| 9 | 91BASELINE | 0.170 | 0.171 |
| 10 | 101DIFFERENCE | 0.001 | 0.001 |
| 11 | 111% DIFFERENCE | 0.73 | 0.73 |
| 12 | | | |
| 13 | 131CAPITALIZED COST PER MILE BY SIZE1 | | |
| 14 | | | |
| 15 | 151 SUBCOMPACTS | | |
| 16 | 161ALTERNATE | 0.442 | 0.459 |
| 17 | 171BASELINE | 0.442 | 0.459 |
| 18 | 181DIFFERENCE | 0.0 | 0.0 |
| 19 | 191% DIFFERENCE | 0.0 | 0.0 |
| 20 | | | |
| 21 | 211 COMPACTS | | |
| 22 | 221ALTERNATE | 0.506 | 0.525 |
| 23 | 231BASELINE | 0.506 | 0.525 |
| 24 | 241DIFFERENCE | 0.0 | 0.0 |
| 25 | 251% DIFFERENCE | 0.0 | 0.0 |
| 26 | | | |
| 27 | 271 MID-SIZE | | |
| 28 | 281ALTERNATE | 0.568 | 0.590 |
| 29 | 291BASELINE | 0.559 | 0.580 |
| 30 | 301DIFFERENCE | 0.010 | 0.010 |
| 31 | 311% DIFFERENCE | 1.74 | 1.73 |
| 32 | | | |
| 33 | 331 FULL SIZE | | |
| 34 | 341ALTERNATE | 0.613 | 0.636 |
| 35 | 351BASELINE | 0.602 | 0.624 |
| 36 | 361DIFFERENCE | 0.011 | 0.011 |
| 37 | 371% DIFFERENCE | 1.80 | 1.79 |
| 38 | | | |
| 39 | 391 LUXURY | | |
| 40 | 401ALTERNATE | 0.796 | 0.826 |
| 41 | 411BASELINE | 0.778 | 0.807 |
| 42 | 421DIFFERENCE | 0.018 | 0.019 |
| 43 | 431% DIFFERENCE | 2.33 | 2.32 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEEA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|----------------------------------|---------------------|-------|-------|--------|--------|--------|--------|
| 11CAP. COST PER MILE BY FOR/DOM: | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | | | 0.222 | 0.237 | 0.252 | 0.266 |
| 51 | 51BASELINE | 0.196 | 0.208 | 0.221 | 0.236 | 0.250 | 0.264 |
| 61 | 61DIFFERENCE | 0.0 | 0.0 | 0.001 | 0.001 | 0.002 | 0.002 |
| 71 | 71% DIFFERENCE | 0.0 | 0.0 | 0.49 | 0.62 | 0.64 | 0.67 |
| 81 | | | | | | | |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | 101ALTERNATE | | | 0.188 | 0.201 | 0.215 | 0.229 |
| 111 | 111BASELINE | 0.165 | 0.179 | 0.189 | 0.201 | 0.216 | 0.230 |
| 121 | 121DIFFERENCE | 0.0 | 0.0 | -0.001 | -0.001 | -0.001 | -0.001 |
| 131 | 131% DIFFERENCE | 0.0 | 0.0 | -0.30 | -0.28 | -0.25 | -0.22 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | 161ALTERNATE | | | 0.171 | 0.183 | 0.194 | 0.205 |
| 171 | 171BASELINE | 0.153 | 0.162 | 0.171 | 0.183 | 0.194 | 0.205 |
| 181 | 181DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | 191% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | 221ALTERNATE | | | 0.169 | 0.179 | 0.191 | 0.203 |
| 231 | 231BASELINE | 0.151 | 0.160 | 0.169 | 0.179 | 0.191 | 0.203 |
| 241 | 241DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | 251% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | 281ALTERNATE | | | 0.193 | 0.206 | 0.218 | 0.230 |
| 291 | 291BASELINE | 0.174 | 0.182 | 0.193 | 0.206 | 0.218 | 0.230 |
| 301 | 301DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | 311% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | 341ALTERNATE | | | 0.223 | 0.237 | 0.254 | 0.269 |
| 351 | 351BASELINE | 0.199 | 0.212 | 0.223 | 0.237 | 0.254 | 0.269 |
| 361 | 361DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | 371% DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | 401ALTERNATE | | | 0.309 | 0.328 | 0.348 | 0.367 |
| 411 | 411BASELINE | 0.276 | 0.287 | 0.301 | 0.320 | 0.340 | 0.358 |
| 421 | 421DIFFERENCE | 0.0 | 0.0 | 0.008 | 0.008 | 0.008 | 0.009 |
| 431 | 431% DIFFERENCE | 0.0 | 0.0 | 2.52 | 2.52 | 2.50 | 2.48 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | 461ALTERNATE | | | 0.370 | 0.395 | 0.423 | 0.451 |
| 471 | 471BASELINE | 0.318 | 0.343 | 0.359 | 0.384 | 0.411 | 0.437 |
| 481 | 481DIFFERENCE | 0.0 | 0.0 | 0.011 | 0.012 | 0.013 | 0.013 |
| 491 | 491% DIFFERENCE | 0.0 | 0.0 | 3.09 | 3.08 | 3.07 | 3.06 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| I T F M | | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---------|---------------------------------|--------|--------|--------|--------|--------|--------|
| LINE | 11CAP, COST PER MILE BY FOR/DOM | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | 0.278 | 0.291 | 0.305 | 0.319 | 0.332 | 0.347 |
| 41 | 51BASELINE | 0.276 | 0.289 | 0.303 | 0.316 | 0.329 | 0.343 |
| 51 | 61DIFFERENCE | 0.002 | 0.002 | 0.003 | 0.003 | 0.003 | 0.003 |
| 61 | 71X DIFFERENCE | 0.72 | 0.79 | 0.85 | 0.90 | 0.94 | 0.93 |
| 81 | TOTAL FOREIGN | | | | | | |
| 91 | 101ALTERNATE | 0.243 | 0.256 | 0.269 | 0.282 | 0.296 | 0.308 |
| 101 | 111BASELINE | 0.244 | 0.256 | 0.269 | 0.282 | 0.296 | 0.308 |
| 111 | 121DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 121 | 131X DIFFERENCE | -0.19 | -0.16 | -0.13 | -0.11 | -0.08 | -0.07 |
| 141 | TOTAL DOMESTIC SUBCOMPACT | | | | | | |
| 151 | 161ALTERNATE | 0.215 | 0.225 | 0.236 | 0.247 | 0.258 | 0.269 |
| 161 | 171BASELINE | 0.215 | 0.225 | 0.236 | 0.247 | 0.258 | 0.269 |
| 171 | 181DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | 191X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | TOTAL FOREIGN SUBCOMPACT | | | | | | |
| 211 | 221ALTERNATE | 0.213 | 0.223 | 0.234 | 0.245 | 0.256 | 0.266 |
| 221 | 231BASELINE | 0.213 | 0.223 | 0.234 | 0.245 | 0.256 | 0.266 |
| 231 | 241DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | 251X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | TOTAL DOMESTIC COMPACT | | | | | | |
| 271 | 281ALTERNATE | 0.241 | 0.252 | 0.264 | 0.275 | 0.287 | 0.300 |
| 281 | 291BASELINE | 0.241 | 0.252 | 0.264 | 0.275 | 0.287 | 0.300 |
| 291 | 301DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301 | 311X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | TOTAL FOREIGN COMPACT | | | | | | |
| 331 | 341ALTERNATE | 0.283 | 0.297 | 0.311 | 0.325 | 0.339 | 0.354 |
| 341 | 351BASELINE | 0.283 | 0.297 | 0.311 | 0.325 | 0.339 | 0.354 |
| 351 | 361DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 361 | 371X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | TOTAL DOMESTIC LUXURY | | | | | | |
| 391 | 401ALTERNATE | 0.383 | 0.399 | 0.416 | 0.432 | 0.448 | 0.467 |
| 401 | 411BASELINE | 0.374 | 0.389 | 0.406 | 0.422 | 0.438 | 0.456 |
| 411 | 421DIFFERENCE | 0.009 | 0.009 | 0.010 | 0.010 | 0.011 | 0.011 |
| 421 | 431X DIFFERENCE | 2.45 | 2.43 | 2.41 | 2.39 | 2.38 | 2.36 |
| 441 | TOTAL FOREIGN LUXURY | | | | | | |
| 451 | 461ALTERNATE | 0.473 | 0.497 | 0.521 | 0.546 | 0.571 | 0.597 |
| 461 | 471BASELINE | 0.459 | 0.482 | 0.506 | 0.530 | 0.554 | 0.580 |
| 471 | 481DIFFERENCE | 0.014 | 0.015 | 0.015 | 0.015 | 0.017 | 0.017 |
| 481 | 491X DIFFERENCE | 3.04 | 3.02 | 3.01 | 2.99 | 2.98 | 2.97 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | ICAP, COST PER MILE BY FOR/DOME | | | | | | |
| 21 | | | | | | | |
| 31 | TOTAL DOMESTIC | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASLINE | 0.361 | 0.376 | 0.392 | 0.409 | 0.425 | 0.441 |
| 61 | DIFFERENCE | 0.358 | 0.373 | 0.389 | 0.405 | 0.421 | 0.437 |
| 71 | % DIFFERENCE | 0.003 | 0.003 | 0.004 | 0.004 | 0.004 | 0.004 |
| 81 | | 0.93 | 0.92 | 0.91 | 0.90 | 0.89 | 0.88 |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | ALTERNATE | 0.322 | 0.335 | 0.350 | 0.365 | 0.379 | 0.394 |
| 111 | BASLINE | 0.322 | 0.336 | 0.350 | 0.365 | 0.380 | 0.394 |
| 121 | DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 131 | % DIFFERENCE | -0.006 | -0.006 | -0.006 | -0.006 | -0.006 | -0.007 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 0.281 | 0.293 | 0.305 | 0.318 | 0.331 | 0.344 |
| 171 | BASLINE | 0.281 | 0.293 | 0.305 | 0.318 | 0.331 | 0.344 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | ALTERNATE | 0.278 | 0.289 | 0.301 | 0.314 | 0.326 | 0.338 |
| 231 | BASLINE | 0.278 | 0.289 | 0.301 | 0.314 | 0.326 | 0.338 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | ALTERNATE | 0.313 | 0.326 | 0.340 | 0.355 | 0.369 | 0.383 |
| 291 | BASLINE | 0.313 | 0.326 | 0.340 | 0.355 | 0.369 | 0.383 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | ALTERNATE | 0.369 | 0.384 | 0.401 | 0.419 | 0.435 | 0.452 |
| 351 | BASLINE | 0.369 | 0.384 | 0.401 | 0.419 | 0.435 | 0.452 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | ALTERNATE | 0.486 | 0.506 | 0.527 | 0.549 | 0.570 | 0.591 |
| 411 | BASLINE | 0.475 | 0.495 | 0.515 | 0.536 | 0.557 | 0.578 |
| 421 | DIFFERENCE | 0.011 | 0.012 | 0.012 | 0.012 | 0.013 | 0.013 |
| 431 | % DIFFERENCE | 2.35 | 2.34 | 2.32 | 2.31 | 2.30 | 2.29 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | ALTERNATE | 0.625 | 0.654 | 0.684 | 0.717 | 0.746 | 0.777 |
| 471 | BASLINE | 0.607 | 0.635 | 0.665 | 0.696 | 0.725 | 0.755 |
| 481 | DIFFERENCE | 0.018 | 0.019 | 0.020 | 0.021 | 0.021 | 0.022 |
| 491 | % DIFFERENCE | 2.97 | 2.97 | 2.97 | 2.97 | 2.96 | 2.96 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|----------------------------------|-------------------------|--------|--------|--------|--------|--------|--------|
| 11CAP. COST PER MILE BY FOR/DOMI | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | | | | | | |
| 41 | 51BASELINE | | | | | | |
| 51 | 61DIFFERENCE | | | | | | |
| 61 | 71X DIFFERENCE | | | | | | |
| 71 | 81 | 0.458 | 0.476 | 0.495 | 0.514 | 0.533 | 0.554 |
| 81 | 91 TOTAL FOREIGN | | | | | | |
| 91 | 101ALTERNATE | | | | | | |
| 101 | 111BASELINE | 0.410 | 0.426 | 0.443 | 0.461 | 0.479 | 0.499 |
| 111 | 121DIFFERENCE | 0.410 | 0.426 | 0.443 | 0.461 | 0.480 | 0.499 |
| 121 | 131X DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 131 | 141 | -0.007 | -0.008 | -0.008 | -0.008 | -0.008 | -0.008 |
| 141 | 151 DOMESTIC SUBCOMPACT | | | | | | |
| 151 | 161ALTERNATE | | | | | | |
| 161 | 171BASELINE | 0.357 | 0.371 | 0.385 | 0.400 | 0.415 | 0.432 |
| 171 | 181DIFFERENCE | 0.357 | 0.371 | 0.385 | 0.400 | 0.415 | 0.432 |
| 181 | 191X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | 201 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | 211 FOREIGN SUBCOMPACT | | | | | | |
| 211 | 221ALTERNATE | | | | | | |
| 221 | 231BASELINE | 0.350 | 0.363 | 0.377 | 0.391 | 0.405 | 0.420 |
| 231 | 241DIFFERENCE | 0.350 | 0.363 | 0.377 | 0.391 | 0.405 | 0.420 |
| 241 | 251X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | 261 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | 271 DOMESTIC COMPACT | | | | | | |
| 271 | 281ALTERNATE | | | | | | |
| 281 | 291BASELINE | 0.398 | 0.414 | 0.430 | 0.446 | 0.463 | 0.481 |
| 291 | 301DIFFERENCE | 0.398 | 0.414 | 0.430 | 0.446 | 0.463 | 0.481 |
| 301 | 311X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | 321 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | 331 FOREIGN COMPACT | | | | | | |
| 331 | 341ALTERNATE | | | | | | |
| 341 | 351BASELINE | 0.469 | 0.487 | 0.506 | 0.525 | 0.545 | 0.566 |
| 351 | 361DIFFERENCE | 0.469 | 0.487 | 0.506 | 0.525 | 0.545 | 0.566 |
| 361 | 371X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | 381 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | 391 DOMESTIC LUXURY | | | | | | |
| 391 | 401ALTERNATE | | | | | | |
| 401 | 411BASELINE | 0.614 | 0.637 | 0.661 | 0.685 | 0.710 | 0.737 |
| 411 | 421DIFFERENCE | 0.600 | 0.623 | 0.646 | 0.670 | 0.695 | 0.721 |
| 421 | 431X DIFFERENCE | 0.014 | 0.014 | 0.015 | 0.015 | 0.016 | 0.016 |
| 431 | 441 | 2.28 | 2.27 | 2.26 | 2.25 | 2.24 | 2.22 |
| 441 | 451 FOREIGN LUXURY | | | | | | |
| 451 | 461ALTERNATE | | | | | | |
| 461 | 471BASELINE | 0.809 | 0.843 | 0.878 | 0.914 | 0.952 | 0.991 |
| 471 | 481DIFFERENCE | 0.786 | 0.819 | 0.853 | 0.888 | 0.925 | 0.963 |
| 481 | 491X DIFFERENCE | 0.023 | 0.024 | 0.025 | 0.025 | 0.027 | 0.028 |
| 491 | | 2.96 | 2.96 | 2.95 | 2.95 | 2.95 | 2.95 |

TABLE 3.08 CAPITALIZED COSTS PER MILE - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------------|--------|--------|
| 11 | CAP, COST PER MILE BY FOR/DOM | | |
| 21 | | | |
| 31 | TOTAL DOMESTIC | | |
| 41 | ALTERNATE | \$/MIL | |
| 51 | BASELINE | 0.575 | 0.597 |
| 61 | DIFFERENCE | 0.570 | 0.592 |
| 71 | DIFFERENCE | 0.005 | 0.005 |
| 81 | | 0.88 | 0.88 |
| 91 | TOTAL FOREIGN | | |
| 101 | ALTERNATE | \$/MIL | |
| 111 | BASELINE | 0.519 | 0.540 |
| 121 | DIFFERENCE | 0.519 | 0.540 |
| 131 | DIFFERENCE | -0.000 | -0.000 |
| 141 | | -0.08 | -0.08 |
| 151 | DOMESTIC SUBCOMPACT | | |
| 161 | ALTERNATE | \$/MIL | |
| 171 | BASELINE | 0.466 | 0.466 |
| 181 | DIFFERENCE | 0.466 | 0.466 |
| 191 | DIFFERENCE | 0.0 | 0.0 |
| 201 | | 0.0 | 0.0 |
| 211 | FOREIGN SUBCOMPACT | | |
| 221 | ALTERNATE | \$/MIL | |
| 231 | BASELINE | 0.436 | 0.452 |
| 241 | DIFFERENCE | 0.436 | 0.452 |
| 251 | DIFFERENCE | 0.0 | 0.0 |
| 261 | | 0.0 | 0.0 |
| 271 | DOMESTIC COMPACT | | |
| 281 | ALTERNATE | \$/MIL | |
| 291 | BASELINE | 0.500 | 0.519 |
| 301 | DIFFERENCE | 0.500 | 0.519 |
| 311 | DIFFERENCE | 0.0 | 0.0 |
| 321 | | 0.0 | 0.0 |
| 331 | FOREIGN COMPACT | | |
| 341 | ALTERNATE | \$/MIL | |
| 351 | BASELINE | 0.588 | 0.610 |
| 361 | DIFFERENCE | 0.588 | 0.610 |
| 371 | DIFFERENCE | 0.0 | 0.0 |
| 381 | | 0.0 | 0.0 |
| 391 | DOMESTIC LUXURY | | |
| 401 | ALTERNATE | \$/MIL | |
| 411 | BASELINE | 0.764 | 0.792 |
| 421 | DIFFERENCE | 0.764 | 0.775 |
| 431 | DIFFERENCE | 0.017 | 0.017 |
| 441 | | 2.21 | 2.20 |
| 451 | FOREIGN LUXURY | | |
| 461 | ALTERNATE | \$/MIL | |
| 471 | BASELINE | 1.032 | 1.075 |
| 481 | DIFFERENCE | 1.032 | 1.045 |
| 491 | DIFFERENCE | 0.030 | 0.031 |
| 501 | | 2.95 | 2.94 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.09 MISCELLANEOUS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--|--------|--------|---------|--------|--------|--------|
| 1 | DESIRED STOCK PER FAMILY | | | | | | |
| 2 | 1ALTERNATE | 1,246 | 1,268 | 1,284 | 1,299 | 1,302 | 1,303 |
| 3 | BASELINE | 1,246 | 1,268 | 1,285 | 1,301 | 1,304 | 1,305 |
| 4 | DIFFERENCE | 0,0 | 0,0 | -0,002 | -0,002 | -0,002 | -0,002 |
| 5 | 5% DIFFERENCE | 0,0 | 0,0 | -0,13 | -0,14 | -0,13 | -0,13 |
| 6 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | 1ALTERNATE | 1,283 | 1,305 | 1,312 | 1,326 | 1,317 | 1,302 |
| 9 | BASELINE | 1,283 | 1,305 | 1,317 | 1,330 | 1,320 | 1,305 |
| 10 | DIFFERENCE | 0,0 | 0,0 | -0,005 | -0,004 | -0,003 | -0,003 |
| 11 | 11% DIFFERENCE | 0,0 | 0,0 | -0,41 | -0,32 | -0,24 | -0,21 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | 1ALTERNATE | 13,674 | 13,406 | 13,324 | 13,211 | 13,341 | 13,359 |
| 15 | BASELINE | 13,674 | 13,406 | 13,342 | 13,282 | 13,391 | 13,389 |
| 16 | DIFFERENCE | 0,0 | 0,0 | -0,018 | -0,071 | -0,050 | -0,030 |
| 17 | 17% DIFFERENCE | 0,0 | 0,0 | -0,13 | -0,53 | -0,37 | -0,23 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | 1ALTERNATE | 10,806 | 10,447 | 10,274 | 10,104 | 10,184 | 10,289 |
| 21 | BASELINE | 10,806 | 10,447 | 10,267 | 10,121 | 10,193 | 10,289 |
| 22 | DIFFERENCE | 0,0 | 0,0 | 0,008 | -0,017 | -0,010 | -0,000 |
| 23 | 23% DIFFERENCE | 0,0 | 0,0 | 0,08 | -0,17 | -0,09 | -0,00 |
| 24 | | | | | | | |
| 25 | RATIO-NEW REGIS, TO BEGIN, STOCK | | | | | | |
| 26 | 1ALTERNATE | 0,0880 | 0,1059 | 0,1075 | 0,1141 | 0,1094 | 0,1099 |
| 27 | BASELINE | 0,0880 | 0,1059 | 0,1125 | 0,1128 | 0,1087 | 0,1093 |
| 28 | DIFFERENCE | 0,0 | 0,0 | -0,0050 | 0,0013 | 0,0008 | 0,0005 |
| 29 | 29% DIFFERENCE | 0,0 | 0,0 | -4,42 | 1,16 | 0,70 | 0,49 |
| 30 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 32 | 1ALTERNATE | 0,0590 | 0,0711 | 0,0845 | 0,0852 | 0,0995 | 0,1043 |
| 33 | BASELINE | 0,0590 | 0,0711 | 0,0853 | 0,0849 | 0,0995 | 0,1041 |
| 34 | DIFFERENCE | 0,0 | 0,0 | -0,0008 | 0,0003 | 0,0000 | 0,0002 |
| 35 | 35% DIFFERENCE | 0,0 | 0,0 | -0,89 | 0,38 | 0,01 | 0,19 |
| 36 | | | | | | | |
| 37 | REAL DISP, INCOME PER FAMILY THOU 172 \$ | | | | | | |
| 38 | 1ALTERNATE | 9,349 | 9,561 | 9,762 | 10,032 | 10,039 | 10,063 |
| 39 | BASELINE | 9,349 | 9,561 | 9,762 | 10,032 | 10,039 | 10,063 |
| 40 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 41 | 41% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 42 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | 1ALTERNATE | 21,93 | 20,98 | 20,44 | 20,65 | 21,64 | 22,83 |
| 45 | BASELINE | 21,93 | 20,98 | 20,44 | 20,65 | 21,64 | 22,83 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 47 | 47% DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--|--------|--------|--------|--------|---------|---------|
| 1 | DESIRE STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,309 | 1,312 | 1,313 | 1,316 | 1,318 | 1,322 |
| 3 | BASELINE | 1,311 | 1,314 | 1,315 | 1,318 | 1,320 | 1,324 |
| 4 | DIFFERENCE | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 |
| 5 | % DIFFERENCE | -0,13 | -0,13 | -0,14 | -0,14 | -0,14 | -0,14 |
| 61 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,297 | 1,299 | 1,302 | 1,306 | 1,314 | 1,319 |
| 9 | BASELINE | 1,300 | 1,302 | 1,305 | 1,309 | 1,316 | 1,320 |
| 10 | DIFFERENCE | -0,003 | -0,003 | -0,003 | -0,002 | -0,002 | -0,002 |
| 11 | % DIFFERENCE | -0,25 | -0,23 | -0,20 | -0,18 | -0,15 | -0,12 |
| 121 | | | | | | | |
| 13 | VEHICLE MILES PER FAMILY | | | | | | |
| 14 | ALTERNATE | 13,330 | 13,467 | 13,608 | 13,676 | 13,746 | 13,780 |
| 15 | BASELINE | 13,352 | 13,475 | 13,604 | 13,662 | 13,726 | 13,759 |
| 16 | DIFFERENCE | -0,021 | -0,009 | 0,004 | 0,014 | 0,019 | 0,021 |
| 17 | % DIFFERENCE | -0,16 | -0,06 | 0,03 | 0,11 | 0,14 | 0,15 |
| 181 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | ALTERNATE | 10,344 | 10,460 | 10,544 | 10,563 | 10,564 | 10,536 |
| 21 | BASELINE | 10,338 | 10,442 | 10,519 | 10,532 | 10,532 | 10,505 |
| 22 | DIFFERENCE | 0,007 | 0,018 | 0,025 | 0,031 | 0,032 | 0,031 |
| 23 | % DIFFERENCE | 0,07 | 0,17 | 0,24 | 0,29 | 0,30 | 0,29 |
| 241 | | | | | | | |
| 25 | RATIO-NEW REGTS, TO BEGIN, STOCK | | | | | | |
| 26 | ALTERNATE | 0,1196 | 0,1155 | 0,1110 | 0,1100 | 0,1081 | 0,1044 |
| 27 | BASELINE | 0,1188 | 0,1148 | 0,1106 | 0,1097 | 0,1080 | 0,1045 |
| 28 | DIFFERENCE | 0,0008 | 0,0006 | 0,0004 | 0,0002 | 0,0001 | -0,0001 |
| 29 | % DIFFERENCE | 0,65 | 0,56 | 0,39 | 0,22 | 0,06 | -0,08 |
| 301 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 32 | ALTERNATE | 0,1071 | 0,0975 | 0,0930 | 0,0919 | 0,0885 | 0,0878 |
| 33 | BASELINE | 0,1059 | 0,0970 | 0,0929 | 0,0919 | 0,0887 | 0,0881 |
| 34 | DIFFERENCE | 0,0011 | 0,0005 | 0,0002 | 0,0000 | -0,0002 | -0,0004 |
| 35 | % DIFFERENCE | 1,08 | 0,47 | 0,17 | 0,01 | -0,22 | -0,42 |
| 361 | | | | | | | |
| 37 | REAL DISP. INCOME PER FAMILY THOU 172 \$ | | | | | | |
| 38 | ALTERNATE | 10,241 | 10,324 | 10,385 | 10,503 | 10,647 | 10,789 |
| 39 | BASELINE | 10,241 | 10,324 | 10,385 | 10,503 | 10,647 | 10,789 |
| 40 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 41 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 421 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | ALTERNATE | 23,94 | 24,87 | 25,64 | 26,57 | 27,65 | 28,78 |
| 45 | BASELINE | 23,94 | 24,87 | 25,64 | 26,57 | 27,65 | 28,78 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 47 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK PER FAMILY | | | | | | |
| 2 | ALTERNATE | 1,324 | 1,325 | 1,323 | 1,323 | 1,324 | 1,326 |
| 3 | BASLINE | 1,326 | 1,326 | 1,325 | 1,324 | 1,326 | 1,327 |
| 4 | DIFFERENCE | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 |
| 5 | % DIFFERENCE | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 |
| 6 | | | | | | | |
| 7 | YEAR-END STOCK PER FAMILY | | | | | | |
| 8 | ALTERNATE | 1,320 | 1,319 | 1,314 | 1,308 | 1,305 | 1,303 |
| 9 | BASLINE | 1,322 | 1,320 | 1,315 | 1,309 | 1,306 | 1,305 |
| 10 | DIFFERENCE | -0,001 | -0,001 | -0,001 | -0,001 | -0,001 | -0,002 |
| 11 | % DIFFERENCE | -0,10 | -0,09 | -0,09 | -0,10 | -0,11 | -0,14 |
| 12 | | | | | | | |
| 13 | VEHICLE MILES PFR FAMILY | | | | | | |
| 14 | ALTERNATE | 13,769 | 13,733 | 13,685 | 13,651 | 13,634 | 13,656 |
| 15 | BASLINE | 13,749 | 13,716 | 13,675 | 13,646 | 13,635 | 13,661 |
| 16 | DIFFERENCE | 0,020 | 0,017 | 0,010 | 0,004 | -0,001 | -0,005 |
| 17 | % DIFFERENCE | 0,15 | 0,12 | 0,07 | 0,03 | -0,01 | -0,03 |
| 18 | | | | | | | |
| 19 | VEHICLE MILES PER AUTO | | | | | | |
| 20 | ALTERNATE | 10,499 | 10,469 | 10,459 | 10,472 | 10,487 | 10,515 |
| 21 | BASLINE | 10,472 | 10,447 | 10,442 | 10,460 | 10,477 | 10,505 |
| 22 | DIFFERENCE | 0,027 | 0,023 | 0,017 | 0,013 | 0,010 | 0,010 |
| 23 | % DIFFERENCE | 0,26 | 0,22 | 0,16 | 0,12 | 0,10 | 0,09 |
| 24 | | | | | | | |
| 25 | RATIO-NEW REGIS, TO BEGIN, STOCK | | | | | | |
| 26 | ALTERNATE | 0,1035 | 0,1040 | 0,1054 | 0,1076 | 0,1076 | 0,1074 |
| 27 | BASLINE | 0,1037 | 0,1043 | 0,1058 | 0,1079 | 0,1077 | 0,1074 |
| 28 | DIFFERENCE | -0,0002 | -0,0003 | -0,0003 | -0,0003 | -0,0002 | -0,0000 |
| 29 | % DIFFERENCE | -0,22 | -0,29 | -0,31 | -0,26 | -0,17 | -0,05 |
| 30 | | | | | | | |
| 31 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 32 | ALTERNATE | 0,0900 | 0,0936 | 0,0976 | 0,1011 | 0,0999 | 0,1004 |
| 33 | BASLINE | 0,0905 | 0,0940 | 0,0979 | 0,1013 | 0,0999 | 0,1002 |
| 34 | DIFFERENCE | -0,0005 | -0,0004 | -0,0003 | -0,0002 | -0,0000 | 0,0002 |
| 35 | % DIFFERENCE | -0,52 | -0,45 | -0,34 | -0,19 | -0,00 | 0,17 |
| 36 | | | | | | | |
| 37 | REAL DISP, INCOME PER FAMILY THOU 1/2 \$ | | | | | | |
| 38 | ALTERNATE | 10,942 | 11,106 | 11,270 | 11,443 | 11,634 | 11,846 |
| 39 | BASLINE | 10,942 | 11,106 | 11,270 | 11,443 | 11,634 | 11,846 |
| 40 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 41 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 42 | | | | | | | |
| 43 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 44 | ALTERNATE | 30,10 | 31,59 | 33,18 | 34,86 | 36,65 | 38,58 |
| 45 | BASLINE | 30,10 | 31,59 | 33,18 | 34,86 | 36,65 | 38,58 |
| 46 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 47 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------------|--------|--------|--------|--------|--------|---------|
| 11 | DESIRED STOCK PER FAMILY | | | | | | |
| 21 | ALTERNATE | 1,326 | 1,326 | 1,325 | 1,325 | 1,326 | 1,326 |
| 31 | BASELINE | 1,328 | 1,327 | 1,327 | 1,327 | 1,328 | 1,328 |
| 41 | DIFFERENCE | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 |
| 51 | % DIFFERENCE | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 | -0,14 |
| 61 | | | | | | | |
| 71 | YEAR-END STOCK PER FAMILY | | | | | | |
| 81 | ALTERNATE | 1,302 | 1,301 | 1,301 | 1,302 | 1,303 | 1,304 |
| 91 | BASELINE | 1,304 | 1,303 | 1,303 | 1,304 | 1,305 | 1,306 |
| 101 | DIFFERENCE | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 | -0,002 |
| 111 | % DIFFERENCE | -0,15 | -0,16 | -0,17 | -0,16 | -0,15 | -0,14 |
| 121 | | | | | | | |
| 131 | VEHICLE MILES PER FAMILY | | | | | | |
| 141 | ALTERNATE | 13,689 | 13,725 | 13,768 | 13,807 | 13,849 | 13,877 |
| 151 | BASELINE | 13,695 | 13,730 | 13,771 | 13,808 | 13,847 | 13,873 |
| 161 | DIFFERENCE | -0,006 | -0,005 | -0,003 | -0,000 | 0,002 | 0,005 |
| 171 | % DIFFERENCE | -0,04 | -0,04 | -0,02 | -0,00 | 0,02 | 0,03 |
| 181 | | | | | | | |
| 191 | VEHICLE MILES PER AUTO | | | | | | |
| 201 | ALTERNATE | 10,550 | 10,585 | 10,620 | 10,647 | 10,667 | 10,677 |
| 211 | BASELINE | 10,539 | 10,572 | 10,605 | 10,630 | 10,648 | 10,657 |
| 221 | DIFFERENCE | 0,011 | 0,013 | 0,015 | 0,017 | 0,019 | 0,020 |
| 231 | % DIFFERENCE | 0,10 | 0,12 | 0,14 | 0,16 | 0,18 | 0,18 |
| 241 | | | | | | | |
| 251 | RATIO-NEW REGIS. TO BEGIN, STOCK | | | | | | |
| 261 | ALTERNATE | 0,1076 | 0,1080 | 0,1079 | 0,1083 | 0,1074 | 0,1070 |
| 271 | BASELINE | 0,1076 | 0,1079 | 0,1078 | 0,1081 | 0,1073 | 0,1070 |
| 281 | DIFFERENCE | 0,0001 | 0,0001 | 0,0002 | 0,0001 | 0,0001 | 0,0000 |
| 291 | % DIFFERENCE | 0,06 | 0,13 | 0,15 | 0,13 | 0,09 | 0,03 |
| 301 | | | | | | | |
| 311 | RATIO-SCRAPPAGE TO BEGIN, STOCK | | | | | | |
| 321 | ALTERNATE | 0,1007 | 0,1011 | 0,1010 | 0,1009 | 0,0998 | 0,1001 |
| 331 | BASELINE | 0,1004 | 0,1009 | 0,1008 | 0,1008 | 0,0998 | 0,1002 |
| 341 | DIFFERENCE | 0,0002 | 0,0002 | 0,0002 | 0,0001 | 0,0000 | -0,0001 |
| 351 | % DIFFERENCE | 0,24 | 0,24 | 0,19 | 0,10 | 0,01 | -0,08 |
| 361 | | | | | | | |
| 371 | RAT. DISP. INCOME PER FAMILY THOU | | | | | | |
| 381 | ALTERNATE | 12,062 | 12,292 | 12,530 | 12,778 | 13,034 | 13,302 |
| 391 | BASELINE | 12,062 | 12,292 | 12,530 | 12,778 | 13,034 | 13,302 |
| 401 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 411 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 421 | | | | | | | |
| 431 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 441 | ALTERNATE | 40,64 | 42,84 | 45,16 | 47,56 | 50,03 | 52,54 |
| 451 | BASELINE | 40,64 | 42,84 | 45,16 | 47,56 | 50,03 | 52,54 |
| 461 | DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 471 | % DIFFERENCE | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 3.09 MISCELLANEOUS

| LINE | I T E M | 1999 | 2000 |
|------|--------------------------------------|---------|---------|
| 11 | DESIGN STOCK PER FAMILY | | |
| 21 | ALTERNATE | 1,326 | 1,329 |
| 31 | BASELINE | 1,328 | 1,331 |
| 41 | DIFFERENCE | -0,002 | -0,002 |
| 51 | % DIFFERENCE | -0,14 | -0,14 |
| 61 | 7 YEAR-END STOCK PER FAMILY | | |
| 71 | ALTERNATE | 1,305 | 1,308 |
| 81 | BASELINE | 1,307 | 1,310 |
| 91 | DIFFERENCE | -0,002 | -0,002 |
| 101 | % DIFFERENCE | -0,14 | -0,13 |
| 111 | VEHICLE MILES PER FAMILY | | |
| 121 | ALTERNATE | 13,895 | 13,928 |
| 131 | BASELINE | 13,889 | 13,923 |
| 141 | DIFFERENCE | 0,005 | 0,005 |
| 151 | % DIFFERENCE | 0,04 | 0,04 |
| 161 | VEHICLE MILES PER AUTO | | |
| 171 | ALTERNATE | 10,682 | 10,677 |
| 181 | BASELINE | 10,663 | 10,659 |
| 191 | DIFFERENCE | 0,019 | 0,018 |
| 201 | % DIFFERENCE | 0,18 | 0,17 |
| 211 | ATION-NEW REGIS, TO BGIN, STOCK | | |
| 221 | ALTERNATE | 0,1069 | 0,1066 |
| 231 | BASELINE | 0,1069 | 0,1067 |
| 241 | DIFFERENCE | -0,0000 | -0,0001 |
| 251 | % DIFFERENCE | -0,02 | -0,06 |
| 261 | ATION-SCRAPAGE TO BEGIN, STOCK | | |
| 271 | ALTERNATE | 0,1006 | 0,1012 |
| 281 | BASELINE | 0,1007 | 0,1013 |
| 291 | DIFFERENCE | -0,0001 | -0,0001 |
| 301 | % DIFFERENCE | -0,09 | -0,13 |
| 311 | REAL DISP, INCOME PER FAMILY THOU \$ | | |
| 321 | ALTERNATE | 13,576 | 13,899 |
| 331 | BASELINE | 13,576 | 13,899 |
| 341 | DIFFERENCE | 0,0 | 0,0 |
| 351 | % DIFFERENCE | 0,0 | 0,0 |
| 361 | FAMILIES WITH INCOME OVER \$15,000 | | |
| 371 | ALTERNATE | 55,09 | 57,72 |
| 381 | BASELINE | 55,09 | 57,72 |
| 391 | DIFFERENCE | 0,0 | 0,0 |
| 401 | % DIFFERENCE | 0,0 | 0,0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.10 MILES PER GALLON

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 21 | ALTERNATE | 12.69 | 12.71 | 12.79 | 12.97 | 13.24 | 13.57 |
| 31 | BASELINE | 12.69 | 12.71 | 12.78 | 12.95 | 13.19 | 13.50 |
| 41 | DIFFERENCE | 0.0 | 0.0 | 0.00 | 0.02 | 0.05 | 0.07 |
| 51 | DIFFERENCE | 0.0 | 0.0 | 0.03 | 0.18 | 0.37 | 0.54 |
| 71 | | | | | | | |
| 81 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 13.29 | 13.52 | 14.27 | 14.87 | 15.38 | 15.96 |
| 111 | BASELINE | 13.29 | 13.52 | 14.07 | 14.68 | 15.19 | 15.77 |
| 121 | DIFFERENCE | 0.0 | 0.0 | 0.20 | 0.19 | 0.19 | 0.19 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 1.45 | 1.31 | 1.25 | 1.19 |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 |
| 171 | BASELINE | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 231 | BASELINE | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 291 | BASELINE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 10.80 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 351 | BASELINE | 10.80 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 411 | BASELINE | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | | | | | | | |
| 21 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 31 | ALTERNATE | 13.96 | 14.39 | 14.83 | 15.26 | 15.70 | 16.13 |
| 41 | BASELINE | 13.86 | 14.28 | 14.70 | 15.12 | 15.55 | 15.97 |
| 51 | DIFFERENCE | 0.10 | 0.12 | 0.13 | 0.14 | 0.15 | 0.15 |
| 61 | % DIFFERENCE | 0.69 | 0.82 | 0.91 | 0.95 | 0.96 | 0.95 |
| 71 | | | | | | | |
| 81 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 16.36 | 16.80 | 17.24 | 17.70 | 18.09 | 18.36 |
| 111 | BASELINE | 16.18 | 16.63 | 17.09 | 17.56 | 17.96 | 18.23 |
| 121 | DIFFERENCE | 0.18 | 0.17 | 0.15 | 0.14 | 0.13 | 0.13 |
| 131 | % DIFFERENCE | 1.11 | 1.00 | 0.91 | 0.81 | 0.74 | 0.73 |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 171 | BASELINE | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 231 | BASELINE | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 291 | BASELINE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 14.05 | 14.49 | 14.96 | 15.48 | 15.94 | 16.14 |
| 351 | BASELINE | 14.05 | 14.49 | 14.96 | 15.48 | 15.94 | 16.14 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 411 | BASELINE | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 31 | ALTERNATE | 16.53 | 16.92 | 17.30 | 17.66 | 18.02 | 18.34 |
| 41 | BASELINE | 16.38 | 16.78 | 17.15 | 17.52 | 17.88 | 18.20 |
| 51 | DIFFERENCE | | 0.15 | 0.14 | 0.14 | 0.14 | 0.14 |
| 61 | % DIFFERENCE | 0.91 | 0.87 | 0.84 | 0.81 | 0.79 | 0.77 |
| 71 | | | | | | | |
| 81 | NEW AUTO MILES PER GALLON (WEFA): | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 18.61 | 18.90 | 19.16 | 19.45 | 19.58 | 19.70 |
| 111 | BASELINE | 18.48 | 18.76 | 19.02 | 19.31 | 19.43 | 19.55 |
| 121 | DIFFERENCE | 0.13 | 0.14 | 0.14 | 0.15 | 0.15 | 0.15 |
| 131 | % DIFFERENCE | 0.73 | 0.74 | 0.74 | 0.76 | 0.76 | 0.77 |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 171 | BASELINE | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 231 | BASELINE | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 291 | BASELINE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 351 | BASELINE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 411 | BASELINE | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.10 MILES PER GALLON

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 11 | OVERALL FLEET MILES PER GALLON - WEFA | | | | | | |
| 31 | ALTERNATE | 18.62 | 18.87 | 19.09 | 19.29 | 19.46 | 19.62 |
| 41 | BASELINE | 18.48 | 18.73 | 18.95 | 19.15 | 19.31 | 19.47 |
| 51 | DIFFERENCE | 0.14 | 0.14 | 0.15 | 0.15 | 0.15 | 0.15 |
| 61 | DIFFERENCE | 0.77 | 0.77 | 0.77 | 0.77 | 0.77 | 0.77 |
| 71 | | | | | | | |
| 81 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 91 | TOTAL | | | | | | |
| 101 | ALTERNATE | 19.81 | 19.92 | 20.03 | 20.13 | 20.23 | 20.35 |
| 111 | BASELINE | 19.66 | 19.77 | 19.87 | 19.98 | 20.08 | 20.20 |
| 121 | DIFFERENCE | 0.15 | 0.15 | 0.15 | 0.15 | 0.15 | 0.15 |
| 131 | DIFFERENCE | 0.77 | 0.77 | 0.77 | 0.76 | 0.75 | 0.74 |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 171 | BASELINE | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 181 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | COMPACT | | | | | | |
| 221 | ALTERNATE | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 231 | BASELINE | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 241 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | MID-SIZE | | | | | | |
| 281 | ALTERNATE | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 291 | BASELINE | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 301 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FULL SIZE | | | | | | |
| 341 | ALTERNATE | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 351 | BASELINE | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | ALTERNATE | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 411 | BASELINE | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 421 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3,10 MILES PER GALLON

| LINE | I T E M | 1999 | 2000 |
|------|---|-------|-------|
| 11 | 21OVERALL FLEET MILES PER GALLON - WEFA | | |
| 31 | 31ALTERNATE | 19,76 | 19,89 |
| 41 | 41BASELINE | 19,61 | 19,74 |
| 51 | 51DIFFERENCE | 0,15 | 0,15 |
| 61 | 61X DIFFERENCE | 0,76 | 0,76 |
| 71 | 71 | | |
| 81 | 81NEW AUTO MILES PER GALLON (WEFA): | | |
| 91 | 91 TOTAL | | |
| 101 | 101ALTERNATE | 20,45 | 20,56 |
| 111 | 111BASELINE | 20,30 | 20,41 |
| 121 | 121DIFFERENCE | 0,15 | 0,15 |
| 131 | 131X DIFFERENCE | 0,74 | 0,73 |
| 141 | 141 | | |
| 151 | 151 SUBCOMPACT | | |
| 161 | 161ALTERNATE | 27,88 | 28,06 |
| 171 | 171BASELINE | 27,88 | 28,06 |
| 181 | 181DIFFERENCE | 0,0 | 0,0 |
| 191 | 191X DIFFERENCE | 0,0 | 0,0 |
| 201 | 201 | | |
| 211 | 211 COMPACT | | |
| 221 | 221ALTERNATE | 22,97 | 23,11 |
| 231 | 231BASELINE | 22,97 | 23,11 |
| 241 | 241DIFFERENCE | 0,0 | 0,0 |
| 251 | 251X DIFFERENCE | 0,0 | 0,0 |
| 261 | 261 | | |
| 271 | 271 MID-SIZE | | |
| 281 | 281ALTERNATE | 19,20 | 19,32 |
| 291 | 291BASELINE | 19,20 | 19,32 |
| 301 | 301DIFFERENCE | 0,0 | 0,0 |
| 311 | 311X DIFFERENCE | 0,0 | 0,0 |
| 321 | 321 | | |
| 331 | 331 FULL SIZE | | |
| 341 | 341ALTERNATE | 17,95 | 18,06 |
| 351 | 351BASELINE | 17,95 | 18,06 |
| 361 | 361DIFFERENCE | 0,0 | 0,0 |
| 371 | 371X DIFFERENCE | 0,0 | 0,0 |
| 381 | 381 | | |
| 391 | 391 LUXURY | | |
| 401 | 401ALTERNATE | 17,09 | 17,20 |
| 411 | 411BASELINE | 17,09 | 17,20 |
| 421 | 421DIFFERENCE | 0,0 | 0,0 |
| 431 | 431X DIFFERENCE | 0,0 | 0,0 |

TABLE 3.11 MILES PER GALLON

| I T E M | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------------------------------------|---------------------|-------|-------|-------|-------|-------|-------|
| LINE AUTO M.P.G. BY FOR/DOM (WEFA): | | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | | 12.78 | 13.51 | 14.12 | 14.66 | 15.26 |
| 51 | 51BASELINE | 12.38 | 12.78 | 13.37 | 13.99 | 14.52 | 15.12 |
| 61 | 61DIFFERENCE | 0.0 | 0.0 | 0.14 | 0.13 | 0.13 | 0.14 |
| 71 | 71X DIFFERENCE | 0.0 | 0.0 | 1.04 | 0.92 | 0.93 | 0.92 |
| 81 | | | | | | | |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | 101ALTERNATE | 19.82 | 20.53 | 21.07 | 21.81 | 21.92 | 22.26 |
| 111 | 111BASELINE | 19.82 | 20.53 | 21.02 | 21.75 | 21.87 | 22.21 |
| 121 | 121DIFFERENCE | 0.0 | 0.0 | 0.05 | 0.06 | 0.05 | 0.05 |
| 131 | 131X DIFFERENCE | 0.0 | 0.0 | 0.25 | 0.26 | 0.24 | 0.24 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | 161ALTERNATE | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 171 | 171BASELINE | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 |
| 181 | 181DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | 191X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | 221ALTERNATE | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 231 | 231BASELINE | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 |
| 241 | 241DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | 251X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | 281ALTERNATE | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 291 | 291BASELINE | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 |
| 301 | 301DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | 311X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | 341ALTERNATE | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 351 | 351BASELINE | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 |
| 361 | 361DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | 371X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | 401ALTERNATE | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 411 | 411BASELINE | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 |
| 421 | 421DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | 431X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | 461ALTERNATE | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 471 | 471BASELINE | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 |
| 481 | 481DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 491 | 491X DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-----------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | NEW AUTO M.P.G. BY FOR/DOM (WEFA) | | | | | | |
| 21 | TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | 15.71 | 16.16 | 16.63 | 17.11 | 17.52 | 17.78 |
| 51 | BASELINE | 15.57 | 16.03 | 16.51 | 17.00 | 17.42 | 17.67 |
| 61 | DIFFERENCE | 0.14 | 0.13 | 0.12 | 0.11 | 0.10 | 0.11 |
| 71 | % DIFFERENCE | 0.89 | 0.81 | 0.74 | 0.66 | 0.60 | 0.60 |
| 81 | TOTAL FOREIGN | | | | | | |
| 91 | 41ALTERNATE | 22.42 | 22.78 | 23.00 | 23.34 | 23.55 | 23.96 |
| 101 | BASELINE | 22.37 | 22.73 | 22.95 | 23.28 | 23.50 | 23.90 |
| 111 | DIFFERENCE | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| 121 | % DIFFERENCE | 0.23 | 0.23 | 0.22 | 0.22 | 0.22 | 0.22 |
| 131 | TOTAL DOMESTIC SUBCOMPACT | | | | | | |
| 141 | 41ALTERNATE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 |
| 151 | BASELINE | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 |
| 161 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 171 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | TOTAL FOREIGN SUBCOMPACT | | | | | | |
| 191 | 41ALTERNATE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 |
| 201 | BASELINE | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 |
| 211 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 221 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 231 | TOTAL DOMESTIC COMPACT | | | | | | |
| 241 | 41ALTERNATE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 |
| 251 | BASELINE | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 |
| 261 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 271 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 281 | TOTAL FOREIGN COMPACT | | | | | | |
| 291 | 41ALTERNATE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 |
| 301 | BASELINE | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 321 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 331 | TOTAL DOMESTIC LUXURY | | | | | | |
| 341 | 41ALTERNATE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 |
| 351 | BASELINE | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 |
| 361 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 381 | TOTAL FOREIGN LUXURY | | | | | | |
| 391 | 41ALTERNATE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 401 | BASELINE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 411 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 421 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 431 | TOTAL DOMESTIC LUXURY | | | | | | |
| 441 | 41ALTERNATE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 451 | BASELINE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 461 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 471 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 481 | TOTAL FOREIGN LUXURY | | | | | | |
| 491 | 41ALTERNATE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 501 | BASELINE | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 511 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 521 | % DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | NEW AUTO M.P.G. BY FOR/DOM (WEFA): | | | | | | |
| 21 | 31 TOTAL DOMESTIC | | | | | | |
| 31 | 41ALTERNATE | 18.02 | 18.29 | 18.56 | 18.83 | 18.95 | 19.07 |
| 51 | BASELINE | 17.92 | 18.18 | 18.44 | 18.72 | 18.83 | 18.95 |
| 61 | DIFFERENCE | 0.11 | 0.11 | 0.11 | 0.12 | 0.12 | 0.12 |
| 71 | X DIFFERENCE | 0.59 | 0.60 | 0.61 | 0.63 | 0.63 | 0.64 |
| 81 | | | | | | | |
| 91 | 31 TOTAL FOREIGN | | | | | | |
| 101 | 41ALTERNATE | 24.20 | 24.59 | 24.79 | 25.14 | 25.30 | 25.45 |
| 111 | BASELINE | 24.15 | 24.53 | 24.74 | 25.08 | 25.24 | 25.40 |
| 121 | DIFFERENCE | 0.05 | 0.05 | 0.05 | 0.05 | 0.06 | 0.06 |
| 131 | X DIFFERENCE | 0.21 | 0.22 | 0.21 | 0.22 | 0.22 | 0.22 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | 41ALTERNATE | 24.00 | 25.34 | 25.85 | 26.38 | 26.54 | 26.71 |
| 171 | BASELINE | 24.90 | 25.34 | 25.85 | 26.38 | 26.54 | 26.71 |
| 181 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 191 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | 41ALTERNATE | 25.35 | 25.76 | 25.92 | 26.34 | 26.51 | 26.68 |
| 231 | BASELINE | 25.35 | 25.76 | 25.92 | 26.34 | 26.51 | 26.68 |
| 241 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 251 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | 41ALTERNATE | 20.60 | 20.93 | 21.25 | 21.58 | 21.71 | 21.85 |
| 291 | BASELINE | 20.60 | 20.93 | 21.25 | 21.58 | 21.71 | 21.85 |
| 301 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 311 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | 41ALTERNATE | 23.28 | 23.73 | 24.18 | 24.32 | 24.48 | 24.64 |
| 351 | BASELINE | 23.28 | 23.73 | 24.18 | 24.32 | 24.48 | 24.64 |
| 361 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 371 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | 41ALTERNATE | 15.30 | 15.50 | 15.70 | 15.90 | 15.99 | 16.09 |
| 411 | BASELINE | 15.30 | 15.50 | 15.70 | 15.90 | 15.99 | 16.09 |
| 421 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 431 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | 41ALTERNATE | 18.33 | 18.48 | 18.75 | 18.89 | 19.01 | 19.13 |
| 471 | BASELINE | 18.33 | 18.48 | 18.75 | 18.89 | 19.01 | 19.13 |
| 481 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 491 | X DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-----------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | NEW AUTO M.P.G. BY FUR/DOM (WEFA) | | | | | | |
| 21 | | | | | | | |
| 31 | TOTAL DOMESTIC | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASLINE | 19.18 | 19.28 | 19.39 | 19.50 | 19.60 | 19.71 |
| 61 | DIFFERENCE | 0.12 | 0.12 | 0.12 | 0.12 | 0.12 | 0.12 |
| 71 | % DIFFERENCE | 0.64 | 0.64 | 0.64 | 0.63 | 0.62 | 0.61 |
| 81 | | | | | | | |
| 91 | TOTAL FOREIGN | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASLINE | 25.61 | 25.75 | 25.90 | 26.06 | 26.20 | 26.36 |
| 121 | DIFFERENCE | 0.06 | 0.06 | 0.06 | 0.06 | 0.06 | 0.06 |
| 131 | % DIFFERENCE | 0.22 | 0.23 | 0.23 | 0.23 | 0.24 | 0.24 |
| 141 | | | | | | | |
| 151 | DOMESTIC SUBCOMPACT | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASLINE | 26.87 | 27.03 | 27.19 | 27.37 | 27.53 | 27.70 |
| 181 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 191 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 201 | | | | | | | |
| 211 | FOREIGN SUBCOMPACT | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASLINE | 26.85 | 27.02 | 27.19 | 27.38 | 27.55 | 27.73 |
| 241 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 251 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 261 | | | | | | | |
| 271 | DOMESTIC COMPACT | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASLINE | 21.98 | 22.11 | 22.24 | 22.38 | 22.51 | 22.66 |
| 301 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 311 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 321 | | | | | | | |
| 331 | FOREIGN COMPACT | | | | | | |
| 341 | ALTERNATE | | | | | | |
| 351 | BASLINE | 24.80 | 24.96 | 25.11 | 25.28 | 25.44 | 25.61 |
| 361 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 371 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 381 | | | | | | | |
| 391 | DOMESTIC LUXURY | | | | | | |
| 401 | ALTERNATE | | | | | | |
| 411 | BASLINE | 16.18 | 16.27 | 16.37 | 16.47 | 16.57 | 16.67 |
| 421 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 431 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 441 | | | | | | | |
| 451 | FOREIGN LUXURY | | | | | | |
| 461 | ALTERNATE | | | | | | |
| 471 | BASLINE | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 481 | DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 491 | % DIFFERENCE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

TABLE 3.11 MILES PER GALLON - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|-----------------------------------|-------|-------|
| 1 | NEW AUTO M.P.G. BY FOR/DOM (WEFA) | | |
| 21 | TOTAL DOMESTIC | | |
| 31 | 41ALTERNATE | 19.81 | 19.92 |
| 51 | BASELINE | 19.81 | 19.81 |
| 61 | DIFFERENCE | 0.12 | 0.12 |
| 71 | % DIFFERENCE | 0.61 | 0.60 |
| 81 | TOTAL FOREIGN | | |
| 91 | 101ALTERNATE | 26.50 | 26.65 |
| 101 | BASELINE | 26.44 | 26.59 |
| 121 | DIFFERENCE | 0.06 | 0.06 |
| 131 | % DIFFERENCE | 0.24 | 0.24 |
| 141 | DOMESTIC SUBCOMPACT | | |
| 151 | 161ALTERNATE | 27.86 | 28.03 |
| 171 | BASELINE | 27.86 | 28.03 |
| 181 | DIFFERENCE | 0.0 | 0.0 |
| 191 | % DIFFERENCE | 0.0 | 0.0 |
| 201 | FOREIGN SUBCOMPACT | | |
| 211 | 221ALTERNATE | 27.90 | 28.08 |
| 231 | BASELINE | 27.90 | 28.08 |
| 241 | DIFFERENCE | 0.0 | 0.0 |
| 251 | % DIFFERENCE | 0.0 | 0.0 |
| 261 | DOMESTIC COMPACT | | |
| 271 | 281ALTERNATE | 22.79 | 22.93 |
| 291 | BASELINE | 22.79 | 22.93 |
| 301 | DIFFERENCE | 0.0 | 0.0 |
| 311 | % DIFFERENCE | 0.0 | 0.0 |
| 321 | FOREIGN COMPACT | | |
| 331 | 341ALTERNATE | 25.76 | 25.93 |
| 351 | BASELINE | 25.76 | 25.93 |
| 361 | DIFFERENCE | 0.0 | 0.0 |
| 371 | % DIFFERENCE | 0.0 | 0.0 |
| 381 | DOMESTIC LUXURY | | |
| 391 | 401ALTERNATE | 16.76 | 16.86 |
| 411 | BASELINE | 16.76 | 16.86 |
| 421 | DIFFERENCE | 0.0 | 0.0 |
| 431 | % DIFFERENCE | 0.0 | 0.0 |
| 441 | FOREIGN LUXURY | | |
| 451 | 461ALTERNATE | 20.00 | 20.12 |
| 471 | BASELINE | 20.00 | 20.12 |
| 481 | DIFFERENCE | 0.0 | 0.0 |
| 491 | % DIFFERENCE | 0.0 | 0.0 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------------------|------------|--------|--------|--------|--------|--------|--------|
| ----- | | | | | | | |
| 11 TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 3744. | 3922. | 4175. | 4479. | 4757. | 5008. |
| 61 | DIFFERENCE | 3744. | 3922. | 4175. | 4479. | 4757. | 5008. |
| 71 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 81 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| ----- | | | | | | | |
| 91 COMPACT | | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | 4280. | 4471. | 4747. | 5083. | 5410. | 5708. |
| 121 | DIFFERENCE | 4280. | 4471. | 4747. | 5083. | 5410. | 5708. |
| 131 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 141 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| ----- | | | | | | | |
| 151 MID-SIZE | | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | 5168. | 5398. | 5991. | 6406. | 6809. | 7175. |
| 181 | DIFFERENCE | 5168. | 5398. | 5991. | 6406. | 6809. | 7175. |
| 191 | DIFFERENCE | 0. | 0. | 266. | 284. | 302. | 317. |
| 201 | DIFFERENCE | 0.0 | 0.0 | 4.64 | 4.64 | 4.63 | 4.63 |
| ----- | | | | | | | |
| 211 FULL SIZE | | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | 5864. | 6125. | 6787. | 7253. | 7698. | 8101. |
| 241 | DIFFERENCE | 5864. | 6125. | 6787. | 7253. | 7698. | 8101. |
| 251 | DIFFERENCE | 0. | 0. | 301. | 321. | 340. | 358. |
| 261 | DIFFERENCE | 0.0 | 0.0 | 4.64 | 4.63 | 4.63 | 4.62 |
| ----- | | | | | | | |
| 271 LUXURY | | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | 9021. | 9416. | 10423. | 11135. | 11795. | 12393. |
| 301 | DIFFERENCE | 9021. | 9416. | 9957. | 10638. | 11269. | 11841. |
| 311 | DIFFERENCE | 0. | 0. | 466. | 497. | 526. | 552. |
| 321 | DIFFERENCE | 0.0 | 0.0 | 4.68 | 4.67 | 4.67 | 4.66 |
| ----- | | | | | | | |
| 331 TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 341 | SUBCOMPACT | | | | | | |
| 351 | ALTERNATE | | | | | | |
| 361 | BASELINE | 3904. | 4160. | 4319. | 4551. | 4794. | 5012. |
| 371 | DIFFERENCE | 3904. | 4160. | 4319. | 4551. | 4794. | 5012. |
| 381 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 391 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| ----- | | | | | | | |
| 401 COMPACT | | | | | | | |
| 411 | ALTERNATE | | | | | | |
| 421 | BASELINE | 6432. | 6921. | 7203. | 7655. | 8150. | 8604. |
| 431 | DIFFERENCE | 6432. | 6921. | 7203. | 7655. | 8150. | 8604. |
| 441 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 451 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| ----- | | | | | | | |
| 461 LUXURY | | | | | | | |
| 471 | ALTERNATE | | | | | | |
| 481 | BASELINE | 12690. | 13833. | 15132. | 16228. | 17408. | 18496. |
| 491 | DIFFERENCE | 12690. | 13833. | 14451. | 15408. | 16226. | 17665. |
| 501 | DIFFERENCE | 0. | 0. | 681. | 730. | 782. | 830. |
| 511 | DIFFERENCE | 0.0 | 0.0 | 4.71 | 4.71 | 4.70 | 4.70 |

TABLE 3.12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-----------------------------|--------|--------|--------|--------|--------|--------|
| 11 | TOTAL DOMESTIC AUTO PRICES: | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 5198. | 5406. | 5649. | 5873. | 6101. | 6352. |
| 61 | DIFFERENCE | 5198. | 5406. | 5649. | 5873. | 6101. | 6352. |
| 71 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 81 | COMPACT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | 5934. | 6177. | 6456. | 6715. | 6977. | 7263. |
| 111 | BASELINE | 5934. | 6177. | 6456. | 6715. | 6977. | 7263. |
| 121 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 141 | MID-SIZE | | | | | | |
| 151 | ALTERNATE | 7444. | 7732. | 8066. | 8372. | 8680. | 9020. |
| 171 | BASELINE | 7115. | 7391. | 7711. | 8004. | 8299. | 8624. |
| 181 | DIFFERENCE | 329. | 341. | 355. | 368. | 382. | 396. |
| 191 | DIFFERENCE | 4.62 | 4.62 | 4.61 | 4.60 | 4.60 | 4.59 |
| 201 | FULL SIZE | | | | | | |
| 211 | ALTERNATE | 8393. | 8704. | 9067. | 9400. | 9736. | 10109. |
| 231 | BASELINE | 8023. | 8321. | 8669. | 8988. | 9309. | 9666. |
| 241 | DIFFERENCE | 370. | 383. | 398. | 412. | 427. | 443. |
| 251 | DIFFERENCE | 4.61 | 4.60 | 4.60 | 4.59 | 4.58 | 4.58 |
| 261 | LUXURY | | | | | | |
| 281 | ALTERNATE | 12813. | 13264. | 13797. | 14287. | 14782. | 15341. |
| 291 | BASELINE | 12243. | 12675. | 13185. | 13654. | 14128. | 14663. |
| 301 | DIFFERENCE | 570. | 589. | 612. | 633. | 654. | 678. |
| 311 | DIFFERENCE | 4.66 | 4.65 | 4.64 | 4.64 | 4.63 | 4.62 |
| 321 | TOTAL FOREIGN AUTO PRICES: | | | | | | |
| 331 | SUBCOMPACT | | | | | | |
| 341 | ALTERNATE | | | | | | |
| 361 | BASELINE | 5202. | 5398. | 5601. | 5808. | 6022. | 6236. |
| 371 | DIFFERENCE | 5202. | 5398. | 5601. | 5808. | 6022. | 6236. |
| 381 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 391 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401 | COMPACT | | | | | | |
| 411 | COMPACT | | | | | | |
| 421 | ALTERNATE | 8982. | 9372. | 9777. | 10193. | 10624. | 11062. |
| 431 | BASELINE | 8982. | 9372. | 9777. | 10193. | 10624. | 11062. |
| 441 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 451 | DIFFERENCE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 461 | LUXURY | | | | | | |
| 471 | LUXURY | | | | | | |
| 481 | ALTERNATE | 19375. | 20283. | 21241. | 22236. | 23279. | 24361. |
| 491 | BASELINE | 18506. | 19375. | 20291. | 21244. | 22239. | 23274. |
| 501 | DIFFERENCE | 869. | 909. | 951. | 994. | 1040. | 1087. |
| 511 | DIFFERENCE | 4.70 | 4.69 | 4.68 | 4.68 | 4.68 | 4.67 |

TABLE 3,12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|---------------------------------|----------------------------|--------|--------|--------|--------|--------|--------|
| 111 TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | | | | | | |
| 61 | DIFFERENCE | | | | | | |
| 71 | X DIFFERENCE | | | | | | |
| 81 | | 6609. | 6869. | 7140. | 7421. | 7691. | 7979. |
| | | 6609. | 6869. | 7140. | 7421. | 7691. | 7979. |
| | | 0. | 0. | 0. | 0. | 0. | 0. |
| | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | | | | | | |
| 121 | DIFFERENCE | | | | | | |
| 131 | X DIFFERENCE | | | | | | |
| 141 | | 7558. | 7858. | 8170. | 8493. | 8801. | 9130. |
| | | 7558. | 7858. | 8170. | 8493. | 8801. | 9130. |
| | | 0. | 0. | 0. | 0. | 0. | 0. |
| | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | | | | | | |
| 181 | DIFFERENCE | | | | | | |
| 191 | X DIFFERENCE | | | | | | |
| 201 | | 9369. | 9725. | 10094. | 10475. | 10839. | 11228. |
| | | 8958. | 9299. | 9652. | 10017. | 10366. | 10738. |
| | | 411. | 426. | 442. | 458. | 473. | 490. |
| | | 4.59 | 4.58 | 4.58 | 4.57 | 4.57 | 4.56 |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | | | | | | |
| 241 | DIFFERENCE | | | | | | |
| 251 | X DIFFERENCE | | | | | | |
| 261 | | 10494. | 10885. | 11292. | 11712. | 12115. | 12545. |
| | | 10035. | 10410. | 10799. | 11201. | 11587. | 12000. |
| | | 459. | 475. | 493. | 510. | 527. | 545. |
| | | 4.57 | 4.57 | 4.56 | 4.56 | 4.55 | 4.54 |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | | | | | | |
| 301 | DIFFERENCE | | | | | | |
| 311 | X DIFFERENCE | | | | | | |
| 321 | | 15910. | 16505. | 17116. | 17747. | 18353. | 19002. |
| | | 15216. | 15777. | 16362. | 16966. | 17546. | 18168. |
| | | 703. | 728. | 754. | 781. | 807. | 834. |
| | | 4.62 | 4.61 | 4.61 | 4.60 | 4.60 | 4.59 |
| 331 | TOTAL FOREIGN AUTO PRICES: | | | | | | |
| 341 | SUBCOMPACT | | | | | | |
| 351 | ALTERNATE | | | | | | |
| 361 | BASELINE | | | | | | |
| 371 | DIFFERENCE | | | | | | |
| 381 | X DIFFERENCE | | | | | | |
| 391 | | 6456. | 6681. | 6913. | 7154. | 7390. | 7611. |
| | | 6456. | 6681. | 6913. | 7154. | 7380. | 7611. |
| | | 0. | 0. | 0. | 0. | 0. | 0. |
| | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 401 | COMPACT | | | | | | |
| 411 | ALTERNATE | | | | | | |
| 421 | BASELINE | | | | | | |
| 431 | DIFFERENCE | | | | | | |
| 441 | X DIFFERENCE | | | | | | |
| 451 | | 11521. | 11995. | 12487. | 12998. | 13478. | 13970. |
| | | 11521. | 11995. | 12487. | 12998. | 13478. | 13970. |
| | | 0. | 0. | 0. | 0. | 0. | 0. |
| | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 461 | LUXURY | | | | | | |
| 471 | ALTERNATE | | | | | | |
| 481 | BASELINE | | | | | | |
| 491 | DIFFERENCE | | | | | | |
| 501 | X DIFFERENCE | | | | | | |
| 511 | | 25505. | 26697. | 27944. | 29248. | 30478. | 31752. |
| | | 24368. | 25507. | 26700. | 27947. | 29124. | 30343. |
| | | 1137. | 1189. | 1244. | 1300. | 1354. | 1409. |
| | | 4.67 | 4.66 | 4.66 | 4.65 | 4.65 | 4.64 |

TABLE 3,12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------------------|------------|--------|--------|--------|--------|--------|--------|
| 11 TOTAL DOMESTIC AUTO PRICES: | | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | ALTERNATE | | | | | | |
| 51 | BASELINE | 8274. | 8576. | 8896. | 9203. | 9533. | 9877. |
| 61 | DIFFERENCE | 8274. | 8576. | 8896. | 9203. | 9533. | 9877. |
| 71 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 81 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 | COMPACT | | | | | | |
| 101 | ALTERNATE | | | | | | |
| 111 | BASELINE | 9468. | 9812. | 10176. | 10522. | 10891. | 11273. |
| 121 | DIFFERENCE | 9468. | 9812. | 10176. | 10522. | 10891. | 11273. |
| 131 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 141 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | MID-SIZE | | | | | | |
| 161 | ALTERNATE | | | | | | |
| 171 | BASELINE | 11627. | 12034. | 12466. | 12871. | 13305. | 13755. |
| 181 | DIFFERENCE | 11121. | 11511. | 11924. | 12313. | 12728. | 13160. |
| 191 | DIFFERENCE | 507. | 524. | 542. | 559. | 577. | 595. |
| 201 | | 4,55 | 4,55 | 4,54 | 4,54 | 4,53 | 4,52 |
| 211 | FULL SIZE | | | | | | |
| 221 | ALTERNATE | | | | | | |
| 231 | BASELINE | 12987. | 13438. | 13916. | 14365. | 14845. | 15343. |
| 241 | DIFFERENCE | 12424. | 12856. | 13314. | 13744. | 14204. | 14682. |
| 251 | DIFFERENCE | 564. | 582. | 602. | 621. | 641. | 661. |
| 261 | | 4,54 | 4,53 | 4,52 | 4,52 | 4,51 | 4,50 |
| 271 | LUXURY | | | | | | |
| 281 | ALTERNATE | | | | | | |
| 291 | BASELINE | 19670. | 20350. | 21073. | 21748. | 22473. | 23226. |
| 301 | DIFFERENCE | 18808. | 19459. | 20152. | 20799. | 21493. | 22215. |
| 311 | DIFFERENCE | 862. | 891. | 922. | 950. | 980. | 1011. |
| 321 | | 4,59 | 4,58 | 4,57 | 4,57 | 4,56 | 4,55 |
| 33 TOTAL FOREIGN AUTO PRICES: | | | | | | | |
| 341 | | | | | | | |
| 351 | SUBCOMPACT | | | | | | |
| 361 | ALTERNATE | | | | | | |
| 371 | BASELINE | 7849. | 8093. | 8346. | 8610. | 8883. | 9166. |
| 381 | DIFFERENCE | 7849. | 8093. | 8346. | 8610. | 8883. | 9166. |
| 391 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 401 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 411 | COMPACT | | | | | | |
| 421 | ALTERNATE | | | | | | |
| 431 | BASELINE | 14483. | 15010. | 15557. | 16124. | 16709. | 17316. |
| 441 | DIFFERENCE | 14483. | 15010. | 15557. | 16124. | 16709. | 17316. |
| 451 | DIFFERENCE | 0. | 0. | 0. | 0. | 0. | 0. |
| 461 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 471 | LUXURY | | | | | | |
| 481 | ALTERNATE | | | | | | |
| 491 | BASELINE | 33089. | 34476. | 35922. | 37427. | 38993. | 40632. |
| 501 | DIFFERENCE | 31623. | 32949. | 34333. | 35774. | 37272. | 38841. |
| 511 | DIFFERENCE | 1467. | 1527. | 1589. | 1654. | 1721. | 1791. |
| | | 4,64 | 4,63 | 4,63 | 4,62 | 4,62 | 4,61 |

TABLE 3,12 DOMESTIC AND FOREIGN AUTO PRICES

| LINE | I T E M | 1999 | 2000 |
|------|-----------------------------|--------|--------|
| 1 | TOTAL DOMESTIC AUTO PRICES: | | |
| 21 | SUBCOMPACT | | |
| 31 | 41ALTERNATE | 10228, | 10601, |
| 51 | BASELINE | 10228, | 10601, |
| 61 | DIFFERENCE | 0, | 0, |
| 71 | % DIFFERENCE | 0,0 | 0,0 |
| 81 | | | |
| 91 | COMPACT | | |
| 101 | 41ALTERNATE | 11662, | 12068, |
| 111 | BASELINE | 11662, | 12068, |
| 121 | DIFFERENCE | 0, | 0, |
| 131 | % DIFFERENCE | 0,0 | 0,0 |
| 141 | | | |
| 151 | MID-SIZE | | |
| 161 | 41ALTERNATE | 14212, | 14680, |
| 171 | BASELINE | 13597, | 14054, |
| 181 | DIFFERENCE | 614, | 634, |
| 191 | % DIFFERENCE | 4,52 | 4,51 |
| 201 | | | |
| 211 | FULL SIZE | | |
| 221 | 41ALTERNATE | 15849, | 16376, |
| 231 | BASELINE | 15167, | 15673, |
| 241 | DIFFERENCE | 682, | 703, |
| 251 | % DIFFERENCE | 4,49 | 4,49 |
| 261 | | | |
| 271 | LUXURY | | |
| 281 | 41ALTERNATE | 23989, | 24787, |
| 291 | BASELINE | 22946, | 23711, |
| 301 | DIFFERENCE | 1043, | 1076, |
| 311 | % DIFFERENCE | 4,55 | 4,54 |
| 321 | | | |
| 331 | TOTAL FOREIGN AUTO PRICES: | | |
| 341 | | | |
| 351 | SUBCOMPACT | | |
| 361 | 41ALTERNATE | 9460, | 9768, |
| 371 | BASELINE | 9460, | 9768, |
| 381 | DIFFERENCE | 0, | 0, |
| 391 | % DIFFERENCE | 0,0 | 0,0 |
| 401 | | | |
| 411 | COMPACT | | |
| 421 | 41ALTERNATE | 17944, | 18596, |
| 431 | BASELINE | 17944, | 18596, |
| 441 | DIFFERENCE | 0, | 0, |
| 451 | % DIFFERENCE | 0,0 | 0,0 |
| 461 | | | |
| 471 | LUXURY | | |
| 481 | 41ALTERNATE | 42337, | 44118, |
| 491 | BASELINE | 40473, | 42178, |
| 501 | DIFFERENCE | 1864, | 1940, |
| 511 | % DIFFERENCE | 4,61 | 4,60 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | AVERAGE WHOLESALE PRICE | | | | | | |
| 21 | ALTERNATE | 2009.33 | 2150.65 | 2211.73 | 2364.08 | 2565.19 | 2742.45 |
| 31 | BASLINE | 2009.33 | 2150.65 | 2200.92 | 2367.88 | 2576.64 | 2752.71 |
| 41 | DIFFERENCE | 0.0 | 0.0 | 10.81 | -5.80 | -11.45 | -10.26 |
| 51 | % DIFFERENCE | 0.0 | 0.0 | 0.49 | -0.16 | -0.44 | -0.37 |
| 61 | | | | | | | |
| 71 | | | | | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR: | | | | | | |
| 91 | | | | | | | |
| 101 | SUBCOMPACT | | | | | | |
| 111 | ALTERNATE | 0.874 | 0.856 | 0.795 | 0.782 | 0.791 | 0.802 |
| 121 | BASLINE | 0.874 | 0.856 | 0.786 | 0.776 | 0.798 | 0.806 |
| 131 | DIFFERENCE | 0.0 | 0.0 | 0.009 | 0.006 | -0.006 | -0.004 |
| 141 | % DIFFERENCE | 0.0 | 0.0 | 1.18 | 0.81 | -0.79 | -0.54 |
| 151 | | | | | | | |
| 161 | COMPACT | | | | | | |
| 171 | ALTERNATE | 0.825 | 0.746 | 0.719 | 0.709 | 0.720 | 0.719 |
| 181 | BASLINE | 0.825 | 0.746 | 0.705 | 0.704 | 0.724 | 0.723 |
| 191 | DIFFERENCE | 0.0 | 0.0 | 0.014 | 0.004 | -0.005 | -0.004 |
| 201 | % DIFFERENCE | 0.0 | 0.0 | 1.96 | 0.59 | -0.68 | -0.51 |
| 211 | | | | | | | |
| 221 | MID-SIZE | | | | | | |
| 231 | ALTERNATE | 0.636 | 0.697 | 0.634 | 0.632 | 0.640 | 0.651 |
| 241 | BASLINE | 0.636 | 0.697 | 0.629 | 0.631 | 0.643 | 0.653 |
| 251 | DIFFERENCE | 0.0 | 0.0 | 0.004 | 0.002 | -0.002 | -0.002 |
| 261 | % DIFFERENCE | 0.0 | 0.0 | 0.67 | 0.29 | -0.35 | -0.26 |
| 271 | | | | | | | |
| 281 | FULL SIZE | | | | | | |
| 291 | ALTERNATE | 0.648 | 0.691 | 0.602 | 0.580 | 0.596 | 0.616 |
| 301 | BASLINE | 0.648 | 0.691 | 0.592 | 0.573 | 0.604 | 0.621 |
| 311 | DIFFERENCE | 0.0 | 0.0 | 0.011 | 0.007 | -0.007 | -0.005 |
| 321 | % DIFFERENCE | 0.0 | 0.0 | 1.83 | 1.24 | -1.24 | -0.84 |
| 331 | | | | | | | |
| 341 | LUXURY | | | | | | |
| 351 | ALTERNATE | 0.716 | 0.738 | 0.695 | 0.681 | 0.690 | 0.700 |
| 361 | BASLINE | 0.716 | 0.738 | 0.689 | 0.678 | 0.694 | 0.703 |
| 371 | DIFFERENCE | 0.0 | 0.0 | 0.006 | 0.004 | -0.004 | -0.003 |
| 381 | % DIFFERENCE | 0.0 | 0.0 | 0.84 | 0.57 | -0.58 | -0.40 |
| 391 | | | | | | | |
| 401 | | | | | | | |
| 411 | TOTAL USED CARS PURCHASED | 16.89 | 18.95 | 15.33 | 15.88 | 16.20 | 17.09 |
| 421 | ALTERNATE | 16.89 | 18.95 | 15.50 | 15.41 | 16.52 | 17.34 |
| 431 | BASLINE | 16.89 | 18.95 | 15.50 | 15.41 | 16.52 | 17.34 |
| 441 | DIFFERENCE | 0.0 | 0.0 | -0.17 | -0.47 | -0.33 | -0.25 |
| 451 | % DIFFERENCE | 0.0 | 0.0 | -1.08 | 3.02 | -1.98 | -1.44 |

TABLE 3.13 USED CAR MARKET

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| | DOLLARS | | | | | | |
| 11 | AVERAGE WHOLESALE PRICE | | | | | | |
| 21 | ALTERNATE | 2865.64 | 2982.66 | 3127.48 | 3252.41 | 3364.88 | 3499.74 |
| 31 | BASLINE | 2873.15 | 2989.37 | 3133.36 | 3258.97 | 3371.51 | 3506.83 |
| 41 | DIFFERENCE | -7.51 | -6.72 | -5.88 | -6.55 | -6.64 | -7.08 |
| 51 | % DIFFERENCE | -0.26 | -0.22 | -0.19 | -0.20 | -0.20 | -0.20 |
| 61 | | | | | | | |
| 71 | | | | | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 91 | | | | | | | |
| 101 | SUBCOMPACT | | | | | | |
| 111 | ALTERNATE | 0.787 | 0.780 | 0.802 | 0.813 | 0.813 | 0.819 |
| 121 | BASLINE | 0.788 | 0.782 | 0.803 | 0.813 | 0.813 | 0.819 |
| 131 | DIFFERENCE | -0.001 | -0.002 | -0.001 | -0.000 | 0.000 | 0.001 |
| 141 | % DIFFERENCE | -0.17 | -0.23 | -0.12 | -0.03 | 0.02 | 0.06 |
| 151 | | | | | | | |
| 161 | COMPACT | | | | | | |
| 171 | ALTERNATE | 0.698 | 0.689 | 0.708 | 0.714 | 0.713 | 0.719 |
| 181 | BASLINE | 0.699 | 0.691 | 0.709 | 0.714 | 0.713 | 0.719 |
| 191 | DIFFERENCE | -0.001 | -0.002 | -0.001 | -0.000 | -0.000 | 0.000 |
| 201 | % DIFFERENCE | -0.20 | -0.24 | -0.14 | -0.06 | -0.01 | 0.04 |
| 211 | | | | | | | |
| 221 | MID-SIZE | | | | | | |
| 231 | ALTERNATE | 0.652 | 0.648 | 0.654 | 0.659 | 0.658 | 0.662 |
| 241 | BASLINE | 0.653 | 0.649 | 0.654 | 0.659 | 0.658 | 0.662 |
| 251 | DIFFERENCE | -0.001 | -0.001 | -0.000 | -0.000 | 0.000 | 0.000 |
| 261 | % DIFFERENCE | -0.10 | -0.10 | -0.06 | -0.02 | 0.01 | 0.02 |
| 271 | | | | | | | |
| 281 | FULL SIZE | | | | | | |
| 291 | ALTERNATE | 0.611 | 0.602 | 0.624 | 0.641 | 0.642 | 0.647 |
| 301 | BASLINE | 0.613 | 0.604 | 0.625 | 0.641 | 0.642 | 0.647 |
| 311 | DIFFERENCE | -0.002 | -0.002 | -0.001 | -0.000 | 0.000 | 0.001 |
| 321 | % DIFFERENCE | -0.24 | -0.33 | -0.18 | -0.05 | 0.03 | 0.10 |
| 331 | | | | | | | |
| 341 | LUXURY | | | | | | |
| 351 | ALTERNATE | 0.698 | 0.693 | 0.705 | 0.714 | 0.714 | 0.717 |
| 361 | BASLINE | 0.699 | 0.694 | 0.706 | 0.714 | 0.714 | 0.717 |
| 371 | DIFFERENCE | -0.001 | -0.001 | -0.001 | -0.000 | 0.000 | 0.000 |
| 381 | % DIFFERENCE | -0.11 | -0.15 | -0.09 | -0.02 | 0.01 | 0.05 |
| 391 | | | | | | | |
| 401 | | | | | | | |
| 411 | TOTAL USED CARS PURCHASED | | | | | | |
| 421 | ALTERNATE | 17.70 | 16.85 | 17.89 | 18.86 | 18.88 | 19.07 |
| 431 | BASLINE | 17.71 | 16.90 | 17.92 | 18.88 | 18.89 | 19.08 |
| 441 | DIFFERENCE | -0.01 | -0.05 | -0.04 | -0.02 | -0.01 | -0.00 |
| 451 | % DIFFERENCE | -0.04 | -0.32 | -0.21 | -0.08 | -0.05 | -0.02 |
| 461 | | | | | | | |
| 471 | | | | | | | |
| 481 | | | | | | | |
| 491 | | | | | | | |
| 501 | | | | | | | |

TABLE 3.13 USED CAR MARKET

| LINE | ITEM | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | | | | | | |
| 2 | 11ALTERNATE | 3636.97 | 3775.66 | 3923.78 | 4084.03 | 4244.66 | 4413.98 |
| 3 | 31BASELINE | 3604.62 | 3783.37 | 3931.39 | 4091.69 | 4251.05 | 4422.61 |
| 4 | 41DIFFERENCE | -7.66 | -7.71 | -7.61 | -7.66 | -8.38 | -8.63 |
| 5 | 51% DIFFERENCE | -0.21 | -0.20 | -0.19 | -0.19 | -0.20 | -0.20 |
| 6 | | | | | | | |
| 7 | 81PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 9 | | | | | | | |
| 10 | SUBCOMPACT | | | | | | |
| 11 | 11ALTERNATE | 0.824 | 0.821 | 0.814 | 0.807 | 0.806 | 0.809 |
| 12 | 12BASELINE | 0.823 | 0.820 | 0.813 | 0.806 | 0.805 | 0.809 |
| 13 | 13DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 | -0.000 |
| 14 | 14% DIFFERENCE | 0.09 | 0.11 | 0.11 | 0.09 | 0.04 | -0.01 |
| 15 | | | | | | | |
| 16 | COMPACT | | | | | | |
| 17 | 17ALTERNATE | 0.723 | 0.720 | -0.715 | 0.709 | 0.706 | 0.709 |
| 18 | 18BASELINE | 0.722 | 0.719 | 0.714 | 0.709 | 0.706 | 0.709 |
| 19 | 19DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 | -0.000 |
| 20 | 20% DIFFERENCE | 0.08 | 0.10 | 0.10 | 0.08 | 0.04 | -0.00 |
| 21 | | | | | | | |
| 22 | MID-SIZE | | | | | | |
| 23 | 23ALTERNATE | 0.663 | 0.662 | 0.660 | 0.659 | 0.657 | 0.659 |
| 24 | 24BASELINE | 0.663 | 0.662 | 0.659 | 0.658 | 0.657 | 0.659 |
| 25 | 25DIFFERENCE | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | -0.000 |
| 26 | 26% DIFFERENCE | 0.04 | 0.05 | 0.05 | 0.04 | 0.02 | -0.00 |
| 27 | | | | | | | |
| 28 | FULL SIZE | | | | | | |
| 29 | 29ALTERNATE | 0.654 | 0.650 | 0.642 | 0.634 | 0.634 | 0.637 |
| 30 | 30BASELINE | 0.653 | 0.649 | 0.641 | 0.633 | 0.634 | 0.637 |
| 31 | 31DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.001 | 0.000 | -0.000 |
| 32 | 32% DIFFERENCE | 0.15 | 0.18 | 0.17 | 0.13 | 0.07 | -0.01 |
| 33 | | | | | | | |
| 34 | LUXURY | | | | | | |
| 35 | 35ALTERNATE | 0.720 | 0.718 | 0.714 | 0.710 | 0.710 | 0.712 |
| 36 | 36BASELINE | 0.720 | 0.718 | 0.713 | 0.709 | 0.710 | 0.712 |
| 37 | 37DIFFERENCE | 0.001 | 0.001 | 0.001 | 0.000 | 0.000 | -0.000 |
| 38 | 38% DIFFERENCE | 0.07 | 0.09 | 0.08 | 0.06 | 0.03 | -0.00 |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | TOTAL USED CARS PURCHASED | | | | | | |
| 42 | 42ALTERNATE | 19.61 | 19.68 | 19.62 | 19.64 | 19.64 | 20.00 |
| 43 | 43BASELINE | 19.61 | 19.69 | 19.63 | 19.65 | 19.67 | 20.04 |
| 44 | 44DIFFERENCE | -0.00 | -0.00 | -0.01 | -0.01 | -0.02 | -0.04 |
| 45 | 45% DIFFERENCE | -0.01 | -0.00 | -0.03 | -0.07 | -0.12 | -0.18 |

TABLE 3.13 USED CAR MARKET

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| | ----- WHOLESALE PRICE ----- | | | | | | |
| 11 | AVERAGE | 4579.64 | 4746.04 | 4921.43 | 5094.85 | 5275.26 | 5464.27 |
| 21 | ALTERNATE | 4588.36 | 4754.64 | 4929.76 | 5103.71 | 5284.11 | 5473.54 |
| 31 | BASELINE | -8.73 | -8.61 | -8.33 | -8.86 | -8.85 | -9.27 |
| 41 | DIFFERENCE | -0.19 | -0.18 | -0.17 | -0.17 | -0.17 | -0.17 |
| 51 | DIFFERENCE | | | | | | |
| 61 | | | | | | | |
| 71 | | | | | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR: | | | | | | |
| 91 | | | | | | | |
| 101 | SUBCOMPACT | | | | | | |
| 111 | ALTERNATE | 0.810 | 0.808 | 0.808 | 0.808 | 0.809 | 0.812 |
| 121 | BASELINE | 0.810 | 0.809 | 0.809 | 0.809 | 0.810 | 0.812 |
| 131 | DIFFERENCE | -0.000 | -0.001 | -0.001 | -0.000 | -0.000 | 0.000 |
| 141 | DIFFERENCE | -0.04 | -0.06 | -0.06 | -0.05 | -0.02 | 0.00 |
| 151 | | | | | | | |
| 161 | COMPACT | | | | | | |
| 171 | ALTERNATE | 0.709 | 0.708 | 0.708 | 0.706 | 0.708 | 0.710 |
| 181 | BASELINE | 0.710 | 0.708 | 0.709 | 0.707 | 0.708 | 0.710 |
| 191 | DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 201 | DIFFERENCE | -0.04 | -0.05 | -0.05 | -0.04 | -0.02 | -0.00 |
| 211 | | | | | | | |
| 221 | MID-SIZE | | | | | | |
| 231 | ALTERNATE | 0.659 | 0.658 | 0.658 | 0.659 | 0.659 | 0.659 |
| 241 | BASELINE | 0.659 | 0.659 | 0.658 | 0.659 | 0.659 | 0.659 |
| 251 | DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 |
| 261 | DIFFERENCE | -0.01 | -0.02 | -0.02 | -0.02 | -0.01 | -0.00 |
| 271 | | | | | | | |
| 281 | FULL SIZE | | | | | | |
| 291 | ALTERNATE | 0.638 | 0.637 | 0.636 | 0.639 | 0.639 | 0.642 |
| 301 | BASELINE | 0.639 | 0.638 | 0.637 | 0.639 | 0.640 | 0.642 |
| 311 | DIFFERENCE | -0.000 | -0.000 | -0.001 | -0.000 | -0.000 | 0.000 |
| 321 | DIFFERENCE | -0.07 | -0.10 | -0.10 | -0.07 | -0.03 | 0.00 |
| 331 | | | | | | | |
| 341 | LUXURY | | | | | | |
| 351 | ALTERNATE | 0.712 | 0.712 | 0.711 | 0.712 | 0.713 | 0.714 |
| 361 | BASELINE | 0.713 | 0.712 | 0.711 | 0.713 | 0.713 | 0.714 |
| 371 | DIFFERENCE | -0.000 | -0.000 | -0.000 | -0.000 | -0.000 | 0.000 |
| 381 | DIFFERENCE | -0.03 | -0.05 | -0.05 | -0.03 | -0.02 | 0.00 |
| 391 | | | | | | | |
| 401 | | | | | | | |
| 411 | TOTAL USED CARS PURCHASED | 20.28 | 20.38 | 20.47 | 20.69 | 20.79 | 21.04 |
| 421 | ALTERNATE | 20.32 | 20.43 | 20.51 | 20.72 | 20.82 | 21.06 |
| 431 | BASELINE | -0.05 | -0.05 | -0.04 | -0.04 | -0.03 | -0.03 |
| 441 | DIFFERENCE | -0.22 | -0.23 | -0.22 | -0.19 | -0.15 | -0.12 |
| 451 | DIFFERENCE | | | | | | |

TABLE 3,13 USED CAR MARKET

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------------|---------|---------|
| | DOLLARS | | |
| 11 | AVERAGE WHOLESALE PRICE | | |
| 21 | ALTERNATE | 5656.44 | 5857.63 |
| 31 | BASELINE | 5666.34 | 5867.92 |
| 41 | DIFFERENCE | -9.91 | -10.29 |
| 51 | % DIFFERENCE | -0.17 | -0.18 |
| 61 | | | |
| 71 | | | |
| 81 | PRICE OF 1 YR OLD CAR/NEW CAR | | |
| 91 | | | |
| 101 | SURCOMPACT | | |
| 111 | ALTERNATE | 0.812 | 0.812 |
| 121 | BASELINE | 0.812 | 0.812 |
| 131 | DIFFERENCE | 0.000 | 0.000 |
| 141 | % DIFFERENCE | 0.02 | 0.03 |
| 151 | | | |
| 161 | COMPACT | | |
| 171 | ALTERNATE | 0.710 | 0.709 |
| 181 | BASELINE | 0.709 | 0.709 |
| 191 | DIFFERENCE | 0.000 | 0.000 |
| 201 | % DIFFERENCE | 0.01 | 0.02 |
| 211 | | | |
| 221 | MID-SIZE | | |
| 231 | ALTERNATE | 0.660 | 0.660 |
| 241 | BASELINE | 0.660 | 0.660 |
| 251 | DIFFERENCE | 0.000 | 0.000 |
| 261 | % DIFFERENCE | 0.01 | 0.01 |
| 271 | | | |
| 281 | FULL SIZE | | |
| 291 | ALTERNATE | 0.643 | 0.642 |
| 301 | BASELINE | 0.643 | 0.642 |
| 311 | DIFFERENCE | 0.000 | 0.000 |
| 321 | % DIFFERENCE | 0.03 | 0.04 |
| 331 | | | |
| 341 | LUXURY | | |
| 351 | ALTERNATE | 0.715 | 0.714 |
| 361 | BASELINE | 0.714 | 0.714 |
| 371 | DIFFERENCE | 0.000 | 0.000 |
| 381 | % DIFFERENCE | 0.01 | 0.02 |
| 391 | | | |
| 401 | | | |
| 411 | TOTAL USED CARS PURCHASED | | |
| 421 | ALTERNATE | 21.20 | 21.25 |
| 431 | BASELINE | 21.22 | 21.26 |
| 441 | DIFFERENCE | -0.02 | -0.02 |
| 451 | % DIFFERENCE | -0.10 | -0.10 |
| | MILL AUTOS | | |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEFA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3,14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|--------|--------|---------|---------|---------|---------|
| 11 | DESIRED SHARES IN STOCK | | | | | | |
| 21 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 31 | | | | | | | |
| 41 | SUBCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.4246 | 0.4080 | 0.4123 | 0.4072 | 0.4103 | 0.4149 |
| 61 | BASELINE | 0.4246 | 0.4080 | 0.3948 | 0.3898 | 0.3929 | 0.3975 |
| 71 | DIFFERENCE | 0.0 | 0.0 | 0.0175 | 0.0174 | 0.0174 | 0.0174 |
| 81 | DIFFERENCE | 0.0 | 0.0 | 4.44 | 4.47 | 4.43 | 4.38 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0.2315 | 0.2352 | 0.2310 | 0.2316 | 0.2324 | 0.2316 |
| 121 | BASELINE | 0.2315 | 0.2352 | 0.2358 | 0.2364 | 0.2372 | 0.2364 |
| 131 | DIFFERENCE | 0.0 | 0.0 | -0.0049 | -0.0048 | -0.0048 | -0.0048 |
| 141 | DIFFERENCE | 0.0 | 0.0 | -2.06 | -2.02 | -2.03 | -2.04 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0.2418 | 0.2786 | 0.2666 | 0.2732 | 0.2659 | 0.2585 |
| 181 | BASELINE | 0.2418 | 0.2786 | 0.3005 | 0.3071 | 0.2993 | 0.2913 |
| 191 | DIFFERENCE | 0.0 | 0.0 | -0.0339 | -0.0339 | -0.0333 | -0.0328 |
| 201 | DIFFERENCE | 0.0 | 0.0 | -11.28 | -11.04 | -11.13 | -11.27 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0.0901 | 0.0900 | 0.0892 | 0.0895 | 0.0904 | 0.0913 |
| 241 | BASELINE | 0.0901 | 0.0900 | 0.0900 | 0.0903 | 0.0912 | 0.0921 |
| 251 | DIFFERENCE | 0.0 | 0.0 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 261 | DIFFERENCE | 0.0 | 0.0 | -0.92 | -0.91 | -0.90 | -0.90 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | ALTERNATE | 0.9880 | 1.0118 | 0.9991 | 1.0015 | 0.9990 | 0.9962 |
| 301 | BASELINE | 0.9880 | 1.0118 | 1.0211 | 1.0236 | 1.0206 | 1.0173 |
| 311 | DIFFERENCE | 0.0 | 0.0 | -0.0220 | -0.0221 | -0.0215 | -0.0211 |
| 321 | DIFFERENCE | 0.0 | 0.0 | -2.16 | -2.16 | -2.11 | -2.07 |

TABLE 1,14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | DESIGNED SHARES IN STOCK | | | | | | |
| 21 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 31 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.4132 | 0.4116 | 0.4093 | 0.4054 | 0.4011 | 0.3996 |
| 61 | BASELINE | 0.3960 | 0.3946 | 0.3925 | 0.3888 | 0.3847 | 0.3833 |
| 71 | DIFFERENCE | 0.0172 | 0.0170 | 0.0168 | 0.0164 | 0.0164 | 0.0163 |
| 81 | DIFFERENCE | 4.33 | 4.50 | 4.29 | 4.27 | 4.26 | 4.24 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0.2324 | 0.2325 | 0.2327 | 0.2338 | 0.2333 | 0.2335 |
| 121 | BASELINE | 0.2372 | 0.2372 | 0.2373 | 0.2382 | 0.2376 | 0.2377 |
| 131 | DIFFERENCE | -0.0048 | -0.0046 | -0.0045 | -0.0044 | -0.0042 | -0.0042 |
| 141 | DIFFERENCE | -2.01 | -1.96 | -1.91 | -1.85 | -1.78 | -1.77 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0.2561 | 0.2584 | 0.2613 | 0.2661 | 0.2726 | 0.2691 |
| 181 | BASELINE | 0.2882 | 0.2900 | 0.2926 | 0.2970 | 0.3031 | 0.2993 |
| 191 | DIFFERENCE | -0.0321 | -0.0316 | -0.0313 | -0.0309 | -0.0305 | -0.0302 |
| 201 | DIFFERENCE | -11.13 | -10.90 | -10.69 | -10.39 | -10.08 | -10.08 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0.0923 | 0.0932 | 0.0939 | 0.0948 | 0.0957 | 0.0965 |
| 241 | BASELINE | 0.0931 | 0.0940 | 0.0948 | 0.0956 | 0.0965 | 0.0973 |
| 251 | DIFFERENCE | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 261 | DIFFERENCE | -0.89 | -0.87 | -0.86 | -0.84 | -0.82 | -0.82 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | ALTERNATE | 0.9940 | 0.9957 | 0.9973 | 1.0001 | 1.0027 | 0.9988 |
| 301 | BASELINE | 1.0145 | 1.0158 | 1.0171 | 1.0195 | 1.0219 | 1.0177 |
| 311 | DIFFERENCE | -0.0205 | -0.0201 | -0.0198 | -0.0194 | -0.0192 | -0.0189 |
| 321 | DIFFERENCE | -2.02 | -1.98 | -1.95 | -1.91 | -1.88 | -1.86 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | | | | | | |
| 5 | ALTERNATE | 0.3974 | 0.3954 | 0.3934 | 0.3919 | 0.3907 | 0.3886 |
| 6 | BASELINE | 0.3812 | 0.3793 | 0.3775 | 0.3761 | 0.3750 | 0.3729 |
| 7 | DIFFERENCE | 0.0162 | 0.0160 | 0.0159 | 0.0158 | 0.0157 | 0.0156 |
| 8 | % DIFFERENCE | 4.24 | 4.23 | 4.22 | 4.21 | 4.19 | 4.19 |
| 9 | | | | | | | |
| 10 | MID-SIZE | | | | | | |
| 11 | ALTERNATE | 0.2333 | 0.2329 | 0.2325 | 0.2327 | 0.2316 | 0.2318 |
| 12 | BASELINE | 0.2374 | 0.2370 | 0.2366 | 0.2368 | 0.2357 | 0.2359 |
| 13 | DIFFERENCE | -0.0042 | -0.0041 | -0.0041 | -0.0041 | -0.0041 | -0.0040 |
| 14 | % DIFFERENCE | -1.76 | -1.75 | -1.74 | -1.73 | -1.72 | -1.71 |
| 15 | | | | | | | |
| 16 | FULL SIZE | | | | | | |
| 17 | ALTERNATE | 0.2676 | 0.2652 | 0.2632 | 0.2597 | 0.2581 | 0.2548 |
| 18 | BASELINE | 0.2975 | 0.2948 | 0.2925 | 0.2886 | 0.2867 | 0.2832 |
| 19 | DIFFERENCE | -0.0299 | -0.0296 | -0.0293 | -0.0289 | -0.0287 | -0.0284 |
| 20 | % DIFFERENCE | -10.04 | -10.04 | -10.01 | -10.03 | -10.00 | -10.02 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | ALTERNATE | 0.0974 | 0.0984 | 0.0993 | 0.1003 | 0.1013 | 0.1023 |
| 24 | BASELINE | 0.0982 | 0.0992 | 0.1001 | 0.1011 | 0.1021 | 0.1031 |
| 25 | DIFFERENCE | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 26 | % DIFFERENCE | -0.81 | -0.81 | -0.81 | -0.80 | -0.80 | -0.80 |
| 27 | | | | | | | |
| 28 | TOTAL | | | | | | |
| 29 | ALTERNATE | 0.9957 | 0.9918 | 0.9884 | 0.9846 | 0.9817 | 0.9775 |
| 30 | BASELINE | 1.0144 | 1.0103 | 1.0067 | 1.0027 | 0.9995 | 0.9952 |
| 31 | DIFFERENCE | -0.0187 | -0.0185 | -0.0183 | -0.0180 | -0.0178 | -0.0176 |
| 32 | % DIFFERENCE | -1.84 | -1.83 | -1.82 | -1.80 | -1.78 | -1.77 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | DESIRED SHARES IN STOCK | | | | | | |
| 21 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 31 | | | | | | | |
| 41 | SUBCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.3859 | 0.3831 | 0.3808 | 0.3779 | 0.3755 | 0.3737 |
| 61 | BASELINE | 0.3704 | 0.3677 | 0.3655 | 0.3627 | 0.3604 | 0.3588 |
| 71 | DIFFERENCE | 0.0155 | 0.0154 | 0.0153 | 0.0152 | 0.0150 | 0.0149 |
| 81 | DIFFERENCE | 4.19 | 4.19 | 4.19 | 4.18 | 4.17 | 4.16 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0.2315 | 0.2312 | 0.2309 | 0.2308 | 0.2306 | 0.2303 |
| 121 | BASELINE | 0.2355 | 0.2352 | 0.2349 | 0.2346 | 0.2344 | 0.2341 |
| 131 | DIFFERENCE | -0.0040 | -0.0040 | -0.0039 | -0.0039 | -0.0038 | -0.0038 |
| 141 | DIFFERENCE | -1.70 | -1.69 | -1.68 | -1.66 | -1.64 | -1.62 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0.2531 | 0.2515 | 0.2496 | 0.2493 | 0.2486 | 0.2478 |
| 181 | BASELINE | 0.2812 | 0.2794 | 0.2772 | 0.2767 | 0.2757 | 0.2747 |
| 191 | DIFFERENCE | -0.0282 | -0.0279 | -0.0277 | -0.0274 | -0.0271 | -0.0269 |
| 201 | DIFFERENCE | -10.01 | -9.99 | -9.98 | -9.89 | -9.83 | -9.78 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0.1033 | 0.1044 | 0.1054 | 0.1065 | 0.1076 | 0.1086 |
| 241 | BASELINE | 0.1042 | 0.1052 | 0.1063 | 0.1074 | 0.1084 | 0.1095 |
| 251 | DIFFERENCE | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 261 | DIFFERENCE | -0.79 | -0.79 | -0.79 | -0.78 | -0.77 | -0.77 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | ALTERNATE | 0.9738 | 0.9702 | 0.9667 | 0.9645 | 0.9622 | 0.9605 |
| 301 | BASELINE | 0.9913 | 0.9875 | 0.9839 | 0.9814 | 0.9790 | 0.9771 |
| 311 | DIFFERENCE | -0.0175 | -0.0173 | -0.0172 | -0.0169 | -0.0168 | -0.0166 |
| 321 | DIFFERENCE | -1.76 | -1.75 | -1.74 | -1.73 | -1.71 | -1.70 |

TABLE 3.14 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------------|---------|---------|
| 1 | DESIRED SHARES IN STOCK | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | |
| 3 | | | |
| 4 | SUBCOMPACT & COMPACT | | |
| 5 | ALTERNATE | 0.3720 | 0.3698 |
| 6 | BASELINE | 0.3572 | 0.3551 |
| 7 | DIFFERENCE | 0.0148 | 0.0147 |
| 8 | % DIFFERENCE | 4.15 | 4.14 |
| 9 | | | |
| 10 | MID-SIZE | | |
| 11 | ALTERNATE | 0.2301 | 0.2306 |
| 12 | BASELINE | 0.2338 | 0.2343 |
| 13 | DIFFERENCE | -0.0038 | -0.0037 |
| 14 | % DIFFERENCE | -1.61 | -1.58 |
| 15 | | | |
| 16 | FULL SIZE | | |
| 17 | ALTERNATE | 0.2475 | 0.2473 |
| 18 | BASELINE | 0.2741 | 0.2736 |
| 19 | DIFFERENCE | -0.0266 | -0.0263 |
| 20 | % DIFFERENCE | -9.71 | -9.62 |
| 21 | | | |
| 22 | LUXURY | | |
| 23 | ALTERNATE | 0.1096 | 0.1106 |
| 24 | BASELINE | 0.1105 | 0.1115 |
| 25 | DIFFERENCE | -0.0008 | -0.0008 |
| 26 | % DIFFERENCE | -0.76 | -0.76 |
| 27 | | | |
| 28 | TOTAL | | |
| 29 | ALTERNATE | 0.9592 | 0.9583 |
| 30 | BASELINE | 0.9756 | 0.9744 |
| 31 | DIFFERENCE | -0.0164 | -0.0162 |
| 32 | % DIFFERENCE | -1.68 | -1.66 |

ILLUSTRATIVE ALTERNATE SIMULATION OF THE
WEPA LONG RUN AUTO MODEL 1975 - 2000
IMPOSE A 5% PURCHASE TAX ON LARGE CARS

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------------|--------|--------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | | | | | | |
| 5 | ALTERNATE | 0.5085 | 0.4285 | 0.4565 | 0.4406 | 0.4410 | 0.4406 |
| 6 | BASELINE | 0.5085 | 0.4285 | 0.4172 | 0.4037 | 0.4063 | 0.4115 |
| 7 | DIFFERENCE | 0.0 | 0.0 | 0.0393 | 0.0369 | 0.0348 | 0.0331 |
| 8 | DIFFERENCE | 0.0 | 0.0 | 9.42 | 9.13 | 8.56 | 8.03 |
| 9 | | | | | | | |
| 10 | MID-SIZE | | | | | | |
| 11 | ALTERNATE | 0.2273 | 0.2846 | 0.2587 | 0.2421 | 0.2294 | 0.2295 |
| 12 | BASELINE | 0.2273 | 0.2846 | 0.2574 | 0.2408 | 0.2287 | 0.2292 |
| 13 | DIFFERENCE | 0.0 | 0.0 | 0.0013 | 0.0013 | 0.0008 | 0.0003 |
| 14 | DIFFERENCE | 0.0 | 0.0 | 0.52 | 0.54 | 0.34 | 0.15 |
| 15 | | | | | | | |
| 16 | FULL SIZE | | | | | | |
| 17 | ALTERNATE | 0.1690 | 0.1983 | 0.2133 | 0.2511 | 0.2501 | 0.2473 |
| 18 | BASELINE | 0.1690 | 0.1983 | 0.2593 | 0.2951 | 0.2903 | 0.2841 |
| 19 | DIFFERENCE | 0.0 | 0.0 | -0.0460 | -0.0440 | -0.0402 | -0.0367 |
| 20 | DIFFERENCE | 0.0 | 0.0 | -17.73 | -14.92 | -13.85 | -12.93 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | ALTERNATE | 0.0927 | 0.0917 | 0.0896 | 0.0899 | 0.0912 | 0.0926 |
| 24 | BASELINE | 0.0927 | 0.0917 | 0.0910 | 0.0912 | 0.0925 | 0.0938 |
| 25 | DIFFERENCE | 0.0 | 0.0 | -0.0014 | -0.0013 | -0.0013 | -0.0013 |
| 26 | DIFFERENCE | 0.0 | 0.0 | -1.56 | -1.47 | -1.40 | -1.34 |
| 27 | | | | | | | |
| 28 | TOTAL | | | | | | |
| 29 | ALTERNATE | 0.9975 | 1.0031 | -1.0181 | 1.0236 | 1.0118 | 1.0140 |
| 30 | BASELINE | 0.9975 | 1.0031 | 1.0248 | 1.0309 | 1.0178 | 1.0186 |
| 31 | DIFFERENCE | 0.0 | 0.0 | -0.0068 | -0.0072 | -0.0059 | -0.0046 |
| 32 | DIFFERENCE | 0.0 | 0.0 | -0.66 | -0.70 | -0.58 | -0.45 |

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1,0 | | | | | | |
| 31 | | | | | | | |
| 41 | SURCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0,4396 | 0,4337 | 0,4281 | 0,4203 | 0,4130 | 0,4144 |
| 61 | BASELINE | 0,4088 | 0,4048 | 0,4008 | 0,3944 | 0,3883 | 0,3901 |
| 71 | DIFFERENCE | 0,0308 | 0,0289 | 0,0274 | 0,0259 | 0,0247 | 0,0243 |
| 81 | DIFFERENCE | 7,55 | 7,14 | 6,83 | 6,56 | 6,37 | 6,24 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | ALTERNATE | 0,2323 | 0,2317 | 0,2318 | 0,2332 | 0,2321 | 0,2355 |
| 121 | BASELINE | 0,2322 | 0,2316 | 0,2317 | 0,2330 | 0,2316 | 0,2350 |
| 131 | DIFFERENCE | 0,0001 | 0,0001 | 0,0001 | 0,0003 | 0,0005 | 0,0005 |
| 141 | DIFFERENCE | 0,05 | 0,04 | 0,06 | 0,12 | 0,21 | 0,22 |
| 151 | | | | | | | |
| 161 | FULL SIZE | | | | | | |
| 171 | ALTERNATE | 0,2520 | 0,2606 | 0,2676 | 0,2754 | 0,2844 | 0,2773 |
| 181 | BASELINE | 0,2850 | 0,2902 | 0,2946 | 0,3001 | 0,3075 | 0,2998 |
| 191 | DIFFERENCE | -0,0329 | -0,0297 | -0,0271 | -0,0248 | -0,0231 | -0,0225 |
| 201 | DIFFERENCE | -1,56 | -1,22 | -9,18 | -8,25 | -7,52 | -7,52 |
| 211 | | | | | | | |
| 221 | LUXURY | | | | | | |
| 231 | ALTERNATE | 0,0940 | 0,0953 | 0,0963 | 0,0975 | 0,0987 | 0,0997 |
| 241 | BASELINE | 0,0952 | 0,0964 | 0,0974 | 0,0984 | 0,0996 | 0,1005 |
| 251 | DIFFERENCE | -0,0012 | -0,0011 | -0,0010 | -0,0009 | -0,0009 | -0,0008 |
| 261 | DIFFERENCE | -1,25 | -1,15 | -1,06 | -0,96 | -0,88 | -0,83 |
| 271 | | | | | | | |
| 281 | TOTAL | | | | | | |
| 291 | ALTERNATE | 1,0179 | 1,0213 | 1,0238 | 1,0264 | 1,0282 | 1,0269 |
| 301 | BASELINE | 1,0211 | 1,0231 | 1,0244 | 1,0260 | 1,0270 | 1,0254 |
| 311 | DIFFERENCE | -0,0032 | -0,0018 | -0,0006 | 0,0005 | 0,0012 | 0,0015 |
| 321 | DIFFERENCE | -0,31 | -0,18 | -0,06 | 0,04 | 0,12 | 0,14 |

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 31 | SUBCOMPACT & COMPACT | | | | | | |
| 51 | ALTERNATE | 0.4142 | 0.4149 | 0.4152 | 0.4165 | 0.4174 | 0.4176 |
| 61 | BASELINE | 0.3908 | 0.3908 | 0.3911 | 0.3923 | 0.3932 | 0.3932 |
| 71 | DIFFERENCE | 0.0241 | 0.0241 | 0.0241 | 0.0242 | 0.0242 | 0.0243 |
| 81 | % DIFFERENCE | 6.18 | 6.17 | 6.16 | 6.17 | 6.16 | 6.19 |
| 91 | MID-SIZE | | | | | | |
| 101 | ALTERNATE | 0.2374 | 0.2390 | 0.2401 | 0.2422 | 0.2409 | 0.2428 |
| 111 | BASELINE | 0.2368 | 0.2383 | 0.2393 | 0.2414 | 0.2401 | 0.2420 |
| 121 | DIFFERENCE | 0.0006 | 0.0007 | 0.0008 | 0.0008 | 0.0008 | 0.0008 |
| 131 | % DIFFERENCE | 0.25 | 0.28 | 0.31 | 0.32 | 0.33 | 0.33 |
| 141 | FULL SIZE | | | | | | |
| 151 | ALTERNATE | 0.2737 | 0.2695 | 0.2661 | 0.2607 | 0.2591 | 0.2556 |
| 161 | BASELINE | 0.2962 | 0.2920 | 0.2889 | 0.2838 | 0.2825 | 0.2792 |
| 171 | DIFFERENCE | -0.0224 | -0.0226 | -0.0228 | -0.0231 | -0.0234 | -0.0236 |
| 181 | % DIFFERENCE | -7.57 | -7.73 | -7.90 | -8.15 | -8.28 | -8.45 |
| 191 | LUXURY | | | | | | |
| 201 | ALTERNATE | 0.1007 | 0.1017 | 0.1028 | 0.1037 | 0.1047 | 0.1057 |
| 211 | BASELINE | 0.1015 | 0.1025 | 0.1035 | 0.1045 | 0.1055 | 0.1065 |
| 221 | DIFFERENCE | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 231 | % DIFFERENCE | -0.79 | -0.76 | -0.73 | -0.72 | -0.72 | -0.72 |
| 241 | TOTAL | 1.0261 | 1.0250 | 1.0242 | 1.0231 | 1.0221 | 1.0217 |
| 251 | ALTERNATE | 1.0246 | 1.0236 | 1.0229 | 1.0220 | 1.0212 | 1.0209 |
| 261 | BASELINE | 0.0015 | 0.0014 | 0.0013 | 0.0011 | 0.0009 | 0.0008 |
| 271 | DIFFERENCE | 0.15 | 0.14 | 0.12 | 0.10 | 0.09 | 0.08 |

TABLE 3.15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | | | | | | |
| 5 | ALTERNATE | 0.4165 | 0.4150 | 0.4142 | 0.4115 | 0.4096 | 0.4085 |
| 6 | BASLINE | 0.3921 | 0.3908 | 0.3899 | 0.3875 | 0.3858 | 0.3849 |
| 7 | DIFFERENCE | 0.0243 | 0.0243 | 0.0242 | 0.0240 | 0.0238 | 0.0236 |
| 8 | % DIFFERENCE | 6.21 | 6.21 | 6.22 | 6.19 | 6.17 | 6.14 |
| 9 | | | | | | | |
| 10 | MID-SIZE | | | | | | |
| 11 | ALTERNATE | 0.2433 | 0.2437 | 0.2441 | 0.2442 | 0.2444 | 0.2442 |
| 12 | BASLINE | 0.2425 | 0.2429 | 0.2433 | 0.2434 | 0.2436 | 0.2434 |
| 13 | DIFFERENCE | 0.0008 | 0.0008 | 0.0008 | 0.0008 | 0.0008 | 0.0008 |
| 14 | % DIFFERENCE | 0.34 | 0.34 | 0.33 | 0.33 | 0.33 | 0.33 |
| 15 | | | | | | | |
| 16 | FULL SIZE | | | | | | |
| 17 | ALTERNATE | 0.2551 | 0.2551 | 0.2545 | 0.2564 | 0.2572 | 0.2575 |
| 18 | BASLINE | 0.2788 | 0.2787 | 0.2781 | 0.2797 | 0.2804 | 0.2804 |
| 19 | DIFFERENCE | -0.0237 | -0.0237 | -0.0236 | -0.0234 | -0.0231 | -0.0229 |
| 20 | % DIFFERENCE | -8.50 | -8.50 | -8.50 | -8.35 | -8.25 | -8.17 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | ALTERNATE | 0.1067 | 0.1078 | 0.1089 | 0.1100 | 0.1110 | 0.1120 |
| 24 | BASLINE | 0.1075 | 0.1086 | 0.1097 | 0.1108 | 0.1119 | 0.1129 |
| 25 | DIFFERENCE | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 | -0.0008 |
| 26 | % DIFFERENCE | -0.72 | -0.73 | -0.74 | -0.74 | -0.74 | -0.74 |
| 27 | | | | | | | |
| 28 | TOTAL | | | | | | |
| 29 | ALTERNATE | 1.0216 | 1.0217 | 1.0216 | 1.0221 | 1.0223 | 1.0223 |
| 30 | BASLINE | 1.0209 | 1.0210 | 1.0210 | 1.0214 | 1.0216 | 1.0216 |
| 31 | DIFFERENCE | 0.0007 | 0.0006 | 0.0006 | 0.0006 | 0.0007 | 0.0007 |
| 32 | % DIFFERENCE | 0.07 | 0.06 | 0.06 | 0.06 | 0.06 | 0.07 |

TABLE 3,15 UNADJUSTED SHARES BY SIZE CLASS - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------------------|---------|---------|
| 1 | DESIRED SHARES IN NEW REGISTRATIONS | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | |
| 3 | | | |
| 4 | SUBCOMPACT & COMPACT | | |
| 5 | ALTERNATE | 0.4071 | 0.4048 |
| 6 | BASELINE | 0.3837 | 0.3817 |
| 7 | DIFFERENCE | 0.0234 | 0.0232 |
| 8 | % DIFFERENCE | 6.11 | 6.07 |
| 9 | | | |
| 10 | MID-SIZE | | |
| 11 | ALTERNATE | 0.2440 | 0.2452 |
| 12 | BASELINE | 0.2432 | 0.2444 |
| 13 | DIFFERENCE | 0.0008 | 0.0008 |
| 14 | % DIFFERENCE | 0.33 | 0.33 |
| 15 | | | |
| 16 | FULL SIZE | | |
| 17 | ALTERNATE | 0.2582 | 0.2586 |
| 18 | BASELINE | 0.2809 | 0.2810 |
| 19 | DIFFERENCE | -0.0227 | -0.0224 |
| 20 | % DIFFERENCE | -8.07 | -7.96 |
| 21 | | | |
| 22 | LUXURY | | |
| 23 | ALTERNATE | 0.1130 | 0.1140 |
| 24 | BASELINE | 0.1139 | 0.1148 |
| 25 | DIFFERENCE | -0.0008 | -0.0008 |
| 26 | % DIFFERENCE | -0.73 | -0.72 |
| 27 | | | |
| 28 | TOTAL | | |
| 29 | ALTERNATE | 1.0223 | 1.0226 |
| 30 | BASELINE | 1.0216 | 1.0219 |
| 31 | DIFFERENCE | 0.0007 | 0.0008 |
| 32 | % DIFFERENCE | 0.07 | 0.07 |

TABLE 2.02 ECONOMIC VARIABLES

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | GENERAL: | | | | | | |
| 21 | PERSONAL INCOME | 1249.70 | 1376.10 | 1517.30 | 1683.20 | 1820.20 | 1970.70 |
| 31 | | 8.23 | 10.11 | 10.26 | 10.93 | 8.14 | 8.27 |
| 41 | | | | | | | |
| 51 | PERSONAL INCOME TAXES | 168.80 | 194.50 | 222.10 | 260.50 | 287.80 | 324.20 |
| 61 | | -1.38 | 15.23 | 14.19 | 17.29 | 10.48 | 12.65 |
| 71 | | | | | | | |
| 81 | TRANSFER PAYMENTS | 175.20 | 191.10 | 207.60 | 226.60 | 242.30 | 261.00 |
| 91 | | 24.82 | 9.08 | 8.63 | 9.15 | 6.93 | 7.72 |
| 101 | | | | | | | |
| 111 | EMPLOYMENT | 84783. | 87448. | 89786. | 92956. | 94704. | 95878. |
| 121 | | -1.34 | 3.14 | 2.68 | 3.52 | 1.88 | 1.24 |
| 131 | | | | | | | |
| 141 | UNEMPLOYMENT RATE | 8.50 | 7.70 | 7.40 | 6.60 | 6.20 | 6.40 |
| 151 | | 51.79 | -9.41 | -3.90 | -10.81 | -6.06 | 3.23 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | INTEREST RATES: | | | | | | |
| 191 | | | | | | | |
| 201 | MAXIMUM PASSBOOK SAVINGS | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 |
| 211 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 221 | | | | | | | |
| 231 | CONSUMER INSTALL. CREDIT RATE, | | | | | | |
| 241 | NEW AUTOS | 12.19 | 11.82 | 11.36 | 11.03 | 10.83 | 10.76 |
| 251 | | 3.34 | -3.04 | -3.92 | -2.92 | -1.80 | -0.61 |
| 261 | | | | | | | |
| 271 | | | | | | | |
| 281 | CONSUMER PRICE INDICES: | | | | | | |
| 291 | | | | | | | |
| 301 | TOTAL | 161.2 | 169.4 | 181.0 | 191.7 | 204.6 | 216.9 |
| 311 | | 9.14 | 5.10 | 6.85 | 5.91 | 6.74 | 6.01 |
| 321 | | | | | | | |
| 331 | AUTO REPAIRS | 176.6 | 193.5 | 208.2 | 225.2 | 243.1 | 262.8 |
| 341 | | 12.63 | 9.58 | 7.59 | 8.16 | 7.95 | 8.14 |
| 351 | | | | | | | |
| 361 | AUTO INSURANCE PREMIUMS | 145.9 | 161.6 | 181.3 | 198.5 | 223.4 | 244.6 |
| 371 | | 5.65 | 10.75 | 12.22 | 9.47 | 12.52 | 9.51 |
| 381 | | | | | | | |
| 391 | TIPS | 126.3 | 132.0 | 139.9 | 146.9 | 153.5 | 158.9 |
| 401 | | 6.67 | 4.51 | 5.98 | 5.00 | 4.49 | 3.52 |
| 411 | | | | | | | |
| 421 | MOTOR OIL | 155.3 | 163.7 | 175.1 | 185.7 | 198.4 | 210.6 |
| 431 | | 6.74 | 5.42 | 6.98 | 6.01 | 6.87 | 6.12 |
| 441 | | | | | | | |
| 451 | PARKING FEES | 172.1 | 189.1 | 206.3 | 223.7 | 243.2 | 263.7 |
| 461 | | 8.31 | 9.85 | 9.12 | 8.41 | 8.73 | 8.42 |

TABLE 2.02 ECONOMIC VARIABLES

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | GENERAL | | | | | | |
| 21 | PERSONAL INCOME | 2136.60 | 2303.30 | 2476.00 | 2661.80 | 2858.70 | 3044.50 |
| 31 | %GROWTH | 8.42 | 7.80 | 7.50 | 7.50 | 7.40 | 6.50 |
| 41 | | | | | | | |
| 51 | PERSONAL INCOME TAXES | 363.50 | 404.50 | 444.00 | 487.00 | 520.00 | 562.80 |
| 61 | %GROWTH | 12.12 | 11.28 | 9.77 | 9.68 | 8.42 | 6.59 |
| 71 | | | | | | | |
| 81 | TRANSFER PAYMENTS | 279.80 | 300.00 | 323.30 | 346.40 | 375.20 | 398.00 |
| 91 | %GROWTH | 7.20 | 7.22 | 7.77 | 7.14 | 8.31 | 6.08 |
| 101 | | | | | | | |
| 111 | EMPLOYMENT | 97017. | 98771. | 100191. | 101938. | 103587. | 105244. |
| 121 | %GROWTH | 1.19 | 1.81 | 1.44 | 1.74 | 1.62 | 1.60 |
| 131 | | | | | | | |
| 141 | UNEMPLOYMENT RATE | 6.60 | 6.20 | 6.10 | 5.70 | 5.40 | 5.10 |
| 151 | %GROWTH | 3.13 | -6.06 | -1.61 | -6.56 | -5.26 | -5.56 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | INTEREST RATES | | | | | | |
| 191 | | | | | | | |
| 201 | MAXIMUM PASSBOOK SAVINGS | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 |
| 211 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 221 | | | | | | | |
| 231 | CONSUMER INSTALL, CREDIT RATE, | | | | | | |
| 241 | PERCENT | 10.63 | 10.56 | 10.43 | 10.23 | 10.10 | 9.97 |
| 251 | %GROWTH | -1.23 | -0.62 | -1.25 | -1.91 | -1.30 | -1.31 |
| 261 | | | | | | | |
| 271 | | | | | | | |
| 281 | CONSUMER PRICE INDICES | | | | | | |
| 291 | | | | | | | |
| 301 | TOTAL | 227.8 | 236.2 | 245.1 | 254.2 | 263.7 | 273.6 |
| 311 | %GROWTH | 4.98 | 3.72 | 3.77 | 3.70 | 3.74 | 3.72 |
| 321 | | | | | | | |
| 331 | AUTO REPAIRS | 281.3 | 297.1 | 311.1 | 325.8 | 341.1 | 357.2 |
| 341 | %GROWTH | 7.03 | 5.60 | 4.73 | 4.72 | 4.70 | 4.71 |
| 351 | | | | | | | |
| 361 | AUTO INSURANCE PREMIUMS | 262.2 | 279.5 | 299.4 | 316.0 | 333.4 | 350.5 |
| 371 | %GROWTH | 7.17 | 6.63 | 7.10 | 5.56 | 5.49 | 5.14 |
| 381 | | | | | | | |
| 391 | TIRES | 164.4 | 170.2 | 176.2 | 182.3 | 188.7 | 194.4 |
| 401 | %GROWTH | 3.46 | 3.53 | 3.53 | 3.46 | 3.51 | 3.02 |
| 411 | | | | | | | |
| 421 | MOTOR OIL | 221.2 | 229.6 | 238.4 | 247.4 | 256.8 | 266.6 |
| 431 | %GROWTH | 5.07 | 3.79 | 3.84 | 3.77 | 3.81 | 3.79 |
| 441 | | | | | | | |
| 451 | PARKING FEES | 281.5 | 297.4 | 313.6 | 329.2 | 343.9 | 358.3 |
| 461 | %GROWTH | 6.76 | 5.64 | 5.46 | 4.96 | 4.46 | 4.21 |

TABLE 2.02 ECONOMIC VARIABLES

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | GENERAL: | | | | | | |
| 21 | PERSONAL INCOME | 3242.40 | 3453.20 | 3677.60 | 3916.70 | 4151.70 | 4400.80 |
| 31 | %GROWTH | 6.50 | 6.50 | 6.50 | 6.50 | 6.00 | 6.00 |
| 41 | PERSONAL INCOME TAXES | 600.00 | 639.60 | 681.80 | 726.80 | 771.10 | 818.20 |
| 51 | %GROWTH | 6.61 | 6.60 | 6.60 | 6.60 | 6.10 | 6.11 |
| 71 | TRANSFER PAYMENTS | 422.20 | 448.10 | 476.70 | 506.20 | 537.10 | 569.80 |
| 81 | %GROWTH | 6.08 | 6.13 | 6.38 | 6.19 | 6.10 | 6.09 |
| 101 | EMPLOYMENT | 106702. | 108184. | 109385. | 110496. | 111072. | 111668. |
| 111 | THOU PERSONS | 1.39 | 1.39 | 1.11 | 1.02 | 0.52 | 0.54 |
| 121 | %GROWTH | | | | | | |
| 131 | UNEMPLOYMENT RATE | 4.90 | 4.60 | 4.30 | 4.00 | 4.00 | 3.90 |
| 141 | %GROWTH | -3.92 | -6.12 | -6.52 | -6.98 | 0.0 | -2.50 |
| 161 | | | | | | | |
| 171 | INTEREST RATES | | | | | | |
| 181 | | | | | | | |
| 191 | MAXIMUM PASSBOOK SAVINGS | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 |
| 201 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 211 | | | | | | | |
| 221 | CONSUMER INSTALL. CREDIT RATE, | 9.97 | 9.97 | 9.97 | 9.97 | 9.90 | 9.90 |
| 231 | NEW AUTOS | 0.0 | 0.0 | 0.0 | 0.0 | -0.66 | 0.0 |
| 241 | %GROWTH | | | | | | |
| 251 | | | | | | | |
| 261 | | | | | | | |
| 271 | CONSUMER PRICE INDICES: | | | | | | |
| 281 | | | | | | | |
| 291 | TOTAL | 283.8 | 294.4 | 305.4 | 316.9 | 327.1 | 337.4 |
| 301 | %GROWTH | 3.75 | 3.72 | 3.74 | 3.76 | 3.22 | 3.17 |
| 311 | | | | | | | |
| 321 | AUTO REPAIRS | 374.1 | 391.7 | 410.2 | 429.6 | 448.7 | 466.8 |
| 331 | %GROWTH | 4.71 | 4.72 | 4.71 | 4.73 | 4.45 | 4.04 |
| 341 | | | | | | | |
| 351 | AUTO INSURANCE PREMIUMS | 368.6 | 388.2 | 408.4 | 429.5 | 448.2 | 468.4 |
| 361 | %GROWTH | 5.18 | 5.31 | 5.22 | 5.16 | 4.34 | 4.50 |
| 371 | | | | | | | |
| 381 | TIRES | 200.2 | 206.2 | 212.4 | 218.8 | 225.4 | 232.1 |
| 391 | %GROWTH | 2.98 | 3.00 | 3.01 | 3.01 | 3.02 | 2.97 |
| 401 | | | | | | | |
| 411 | MOTOR OIL | 276.7 | 287.2 | 298.2 | 309.6 | 319.7 | 330.0 |
| 421 | %GROWTH | 3.82 | 3.79 | 3.81 | 3.82 | 3.28 | 3.23 |
| 431 | | | | | | | |
| 441 | PARKING FEES | 372.9 | 388.3 | 404.3 | 420.7 | 436.5 | 451.9 |
| 451 | %GROWTH | 4.08 | 4.11 | 4.12 | 4.08 | 3.75 | 3.54 |
| 461 | | | | | | | |

TABLE 2.02 ECONOMIC VARIABLES

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------------|---------|---------|---------|---------|---------|---------|
| 11 | GENERAL: | | | | | | |
| 21 | PERSONAL INCOME | 4664.80 | 4944.70 | 5241.40 | 5555.90 | 5889.20 | 6242.60 |
| 31 | BILL CURR \$ | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 |
| 41 | %GROWTH | | | | | | |
| 51 | PERSONAL INCOME TAXES | 868.10 | 921.00 | 977.20 | 1036.80 | 1100.10 | 1167.20 |
| 61 | BILL CURR \$ | 6.10 | 6.09 | 6.10 | 6.10 | 6.11 | 6.10 |
| 71 | %GROWTH | | | | | | |
| 81 | TRANSFER PAYMENTS | 604.60 | 641.50 | 680.60 | 722.10 | 766.20 | 812.90 |
| 91 | BILL CURR \$ | 6.11 | 6.10 | 6.10 | 6.10 | 6.11 | 6.09 |
| 101 | %GROWTH | | | | | | |
| 111 | EMPLOYMENT | 112169. | 112864. | 113463. | 114256. | 114835. | 115630. |
| 121 | THOU PERSONS | 0.45 | 0.62 | 0.53 | 0.70 | 0.51 | 0.69 |
| 131 | %GROWTH | | | | | | |
| 141 | UNEMPLOYMENT RATE | 3.80 | 3.70 | 3.60 | 3.50 | 3.50 | 3.40 |
| 151 | %GROWTH | -2.56 | -2.63 | -2.70 | -2.78 | 0.0 | -2.86 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | INTEREST RATES: | | | | | | |
| 191 | | | | | | | |
| 201 | MAXIMUM PASSBOOK SAVINGS | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 | 5.50 |
| 211 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 221 | %GROWTH | | | | | | |
| 231 | CONSUMER INSTALL. CREDIT RATE, | | | | | | |
| 241 | PERCENT | 9.90 | 9.90 | 9.90 | 9.90 | 9.90 | 9.90 |
| 251 | NEW AUTOS | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 261 | %GROWTH | | | | | | |
| 271 | | | | | | | |
| 281 | CONSUMER PRICE INDICES: | | | | | | |
| 291 | | | | | | | |
| 301 | TOTAL | 348.2 | 359.4 | 370.9 | 382.8 | 395.0 | 407.7 |
| 311 | 1967=100 | 3.21 | 3.19 | 3.22 | 3.21 | 3.18 | 3.20 |
| 321 | %GROWTH | | | | | | |
| 331 | AUTO REPAIRS | 485.6 | 505.2 | 525.6 | 546.9 | 569.0 | 591.9 |
| 341 | BILL CURR \$ | 4.02 | 4.04 | 4.05 | 4.06 | 4.04 | 4.03 |
| 351 | %GROWTH | | | | | | |
| 361 | AUTO INSURANCE PREMIUMS | 489.3 | 511.1 | 534.1 | 558.0 | 583.0 | 608.9 |
| 371 | BILL CURR \$ | 4.48 | 4.45 | 4.50 | 4.46 | 4.49 | 4.45 |
| 381 | %GROWTH | | | | | | |
| 391 | TIRES | 239.1 | 246.3 | 253.6 | 261.3 | 269.1 | 277.2 |
| 401 | 1967=100 | 3.02 | 3.01 | 2.96 | 3.04 | 2.99 | 3.01 |
| 411 | %GROWTH | | | | | | |
| 421 | MOTOR OIL | 340.8 | 351.9 | 363.4 | 375.3 | 387.5 | 400.1 |
| 431 | BILL CURR \$ | 3.26 | 3.25 | 3.28 | 3.26 | 3.25 | 3.26 |
| 441 | %GROWTH | | | | | | |
| 451 | PARKING FEES | 467.9 | 484.3 | 501.3 | 518.9 | 537.2 | 556.0 |
| 461 | 1967=100 | 3.52 | 3.51 | 3.52 | 3.51 | 3.52 | 3.51 |
| | %GROWTH | | | | | | |

TABLE 2.02 ECONOMIC VARIABLES

| LYNE | I T E M | 1999 | 2000 |
|------|--------------------------------|--------------|---------|
| 1 | GENERAL: | | |
| 21 | PERSONAL INCOME | BILL CURR \$ | 7014,10 |
| 31 | | %GROWTH | 6,00 |
| 41 | | | |
| 51 | PERSONAL INCOME TAXES | BILL CURR \$ | 1313,90 |
| 61 | | %GROWTH | 6,10 |
| 71 | | | |
| 81 | TRANSFER PAYMENTS | BILL CURR \$ | 915,10 |
| 91 | | %GROWTH | 6,10 |
| 101 | | | |
| 111 | EMPLOYMENT | THOU PERSONS | 117128, |
| 121 | | %GROWTH | 0,60 |
| 131 | | | |
| 141 | UNEMPLOYMENT RATE | %GROWTH | 3,30 |
| 151 | | | -2,94 |
| 161 | | | |
| 171 | | | |
| 181 | INTEREST RATES: | | |
| 191 | | | |
| 201 | MAXIMUM PASSBOOK SAVINGS | PERCENT | 5,50 |
| 211 | | %GROWTH | 0,0 |
| 221 | | | |
| 231 | CONSUMER INSTALL. CREDIT RATE, | PERCENT | 9,90 |
| 241 | NEW AUTOS | %GROWTH | 0,0 |
| 251 | | | |
| 261 | | | |
| 271 | | | |
| 281 | CONSUMER PRICE INDICES: | | |
| 291 | | | |
| 301 | TOTAL | 1967=100 | 420,8 |
| 311 | | %GROWTH | 3,22 |
| 321 | | | |
| 331 | AUTO REPAIRS | 1967=100 | 615,9 |
| 341 | | %GROWTH | 4,05 |
| 351 | | | |
| 361 | AUTO INSURANCE PREMIUMS | 1967=100 | 636,2 |
| 371 | | %GROWTH | 4,47 |
| 381 | | | |
| 391 | TIRES | 1967=100 | 285,5 |
| 401 | | %GROWTH | 2,99 |
| 411 | | | |
| 421 | MOTOR OIL | 1967=100 | 413,2 |
| 431 | | %GROWTH | 3,27 |
| 441 | | | |
| 451 | PARKING FEES | 1967=100 | 575,5 |
| 461 | | %GROWTH | 3,50 |
| | | | 3,51 |

TABLE 2.03 ECONOMIC VARIABLES

| LINE | ITEM | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|----------------------------|------|------|------|------|------|------|
| 1 | AUTO TAXES | | | | | | |
| 21 | PURCHASE TAX: ALL CLASSES | | | | | | |
| 31 | PERCENT | | | | | | |
| 41 | %GROWTH | | | | | | |
| 51 | RATE | | | | | | |
| 61 | %GROWTH | | | | | | |
| 71 | | | | | | | |
| 81 | | | | | | | |
| 91 | COMPACT | | | | | | |
| 101 | PERCENT | | | | | | |
| 111 | %GROWTH | | | | | | |
| 121 | RATE | | | | | | |
| 131 | %GROWTH | | | | | | |
| 141 | | | | | | | |
| 151 | FULL SIZE | | | | | | |
| 161 | PERCENT | | | | | | |
| 171 | %GROWTH | | | | | | |
| 181 | RATE | | | | | | |
| 191 | %GROWTH | | | | | | |
| 201 | | | | | | | |
| 211 | OWNERSHIP TAX: ALL CLASSES | | | | | | |
| 221 | PERCENT | | | | | | |
| 231 | %GROWTH | | | | | | |
| 241 | RATE | | | | | | |
| 251 | %GROWTH | | | | | | |
| 261 | | | | | | | |
| 271 | COMPACT | | | | | | |
| 281 | PERCENT | | | | | | |
| 291 | %GROWTH | | | | | | |
| 301 | | | | | | | |
| 311 | MID-SIZE | | | | | | |
| 321 | PERCENT | | | | | | |
| 331 | %GROWTH | | | | | | |
| 341 | | | | | | | |
| 351 | FULL SIZE | | | | | | |
| 361 | PERCENT | | | | | | |
| 371 | %GROWTH | | | | | | |
| 381 | | | | | | | |
| 391 | LUXURY | | | | | | |
| 401 | PERCENT | | | | | | |
| 411 | %GROWTH | | | | | | |
| 421 | AUTO/MOTORILE STRIKE DUMMY | | | | | | |

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|----------------------------|------|------|------|------|------|------|
| 1 | AUTO TAXES | | | | | | |
| 2 | | | | | | | |
| 3 | PURCHASE TAX: ALL CLASSES | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |
| 11 | | | | | | | |
| 12 | | | | | | | |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | | | | | | | |
| 16 | | | | | | | |
| 17 | | | | | | | |
| 18 | | | | | | | |
| 19 | | | | | | | |
| 20 | | | | | | | |
| 21 | | | | | | | |
| 22 | OWNERSHIP TAX: ALL CLASSES | | | | | | |
| 23 | | | | | | | |
| 24 | | | | | | | |
| 25 | | | | | | | |
| 26 | | | | | | | |
| 27 | | | | | | | |
| 28 | | | | | | | |
| 29 | | | | | | | |
| 30 | | | | | | | |
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | AUTOMOBILE STRIKE DUMMY | | | | | | |

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

| I T E M | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|---------------|----------------------------|------|------|------|------|------|------|
| 11 AUTO TAXES | | | | | | | |
| 21 | PURCHASE TAX: ALL CLASSES | | | | | | |
| 31 | PERCENT | 5.65 | 5.76 | 5.86 | 5.97 | 6.08 | 6.19 |
| 41 | %GROWTH | 1.84 | 1.84 | 1.84 | 1.85 | 1.84 | 1.84 |
| 51 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 61 | %GROWTH | | | | | | |
| 71 | COMPACT | | | | | | |
| 81 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 91 | %GROWTH | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 121 | %GROWTH | | | | | | |
| 131 | FULL SIZE | | | | | | |
| 141 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 151 | %GROWTH | | | | | | |
| 161 | LUXURY | | | | | | |
| 171 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 181 | %GROWTH | | | | | | |
| 191 | | | | | | | |
| 201 | | | | | | | |
| 211 | OWNERSHIP TAX: ALL CLASSES | | | | | | |
| 221 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 231 | %GROWTH | | | | | | |
| 241 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 251 | %GROWTH | | | | | | |
| 261 | COMPACT | | | | | | |
| 271 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 281 | %GROWTH | | | | | | |
| 291 | MID-SIZE | | | | | | |
| 301 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 311 | %GROWTH | | | | | | |
| 321 | FULL SIZE | | | | | | |
| 331 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 341 | %GROWTH | | | | | | |
| 351 | LUXURY | | | | | | |
| 361 | PERCENT | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 371 | %GROWTH | | | | | | |
| 381 | | | | | | | |
| 391 | | | | | | | |
| 401 | | | | | | | |
| 411 | AUTOMOBILE STRIKE DUMMY | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

| LINE | ITEM | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|----------------------------|------|------|------|------|------|------|
| 1 | AUTO TAXES | | | | | | |
| 21 | PURCHASE TAX: ALL CLASSES | | | | | | |
| 31 | PERCENT | 6.31 | 6.42 | 6.54 | 6.66 | 6.78 | 6.91 |
| 41 | %GROWTH | 1.84 | 1.84 | 1.84 | 1.84 | 1.84 | 1.84 |
| 51 | RATE | | | | | | |
| 61 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 71 | SURCOMPACT | | | | | | |
| 81 | RATE | | | | | | |
| 91 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 101 | COMPACT | | | | | | |
| 111 | RATE | | | | | | |
| 121 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 131 | MID-SIZE | | | | | | |
| 141 | RATE | | | | | | |
| 151 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 161 | FULL SIZE | | | | | | |
| 171 | RATE | | | | | | |
| 181 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 191 | LUXURY | | | | | | |
| 201 | RATE | | | | | | |
| 211 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 221 | OWNERSHIP TAX: ALL CLASSES | | | | | | |
| 231 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 241 | %GROWTH | | | | | | |
| 251 | SURCOMPACT | | | | | | |
| 261 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 271 | %GROWTH | | | | | | |
| 281 | COMPACT | | | | | | |
| 291 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 301 | %GROWTH | | | | | | |
| 311 | MID-SIZE | | | | | | |
| 321 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 331 | %GROWTH | | | | | | |
| 341 | FULL SIZE | | | | | | |
| 351 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 361 | %GROWTH | | | | | | |
| 371 | LUXURY | | | | | | |
| 381 | RATE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 391 | %GROWTH | | | | | | |
| 401 | AUTOMOBILE STRIKE DUMMY | | | | | | |
| 411 | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 2.03 ECONOMIC VARIABLES - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|----------------------------|------|------|
| 11 | AUTO TAXES | | |
| 21 | PURCHASE TAX: ALL CLASSES | | |
| 31 | PERCENT | 7.04 | 7.17 |
| 41 | %GROWTH | 1.84 | 1.84 |
| 51 | | | |
| 61 | SURCOMPACT | | |
| 71 | RATE | 0.0 | 0.0 |
| 81 | %GROWTH | | |
| 91 | COMPACT | | |
| 101 | RATE | 0.0 | 0.0 |
| 111 | %GROWTH | | |
| 121 | MID-SIZE | | |
| 131 | RATE | 0.0 | 0.0 |
| 141 | %GROWTH | | |
| 151 | FULL SIZE | | |
| 161 | RATE | 0.0 | 0.0 |
| 171 | %GROWTH | | |
| 181 | LUXURY | | |
| 191 | RATE | 0.0 | 0.0 |
| 201 | %GROWTH | | |
| 211 | | | |
| 221 | OWNERSHIP TAX: ALL CLASSES | | |
| 231 | RATE | 0.0 | 0.0 |
| 241 | %GROWTH | | |
| 251 | SURCOMPACT | | |
| 261 | RATE | 0.0 | 0.0 |
| 271 | %GROWTH | | |
| 281 | COMPACT | | |
| 291 | RATE | 0.0 | 0.0 |
| 301 | %GROWTH | | |
| 311 | MID-SIZE | | |
| 321 | RATE | 0.0 | 0.0 |
| 331 | %GROWTH | | |
| 341 | FULL SIZE | | |
| 351 | RATE | 0.0 | 0.0 |
| 361 | %GROWTH | | |
| 371 | LUXURY | | |
| 381 | RATE | 0.0 | 0.0 |
| 391 | %GROWTH | | |
| 401 | | | |
| 411 | AUTOMOBILE STRIKE DUMMY | 0.0 | 0.0 |

TABLE 2.04 ECONOMIC VARIABLES

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|---------------------------------------|--------|-------|-------|-------|-------|-------|
| 1 | OTHER COSTS AND PRICES: | | | | | | |
| 21 | | | | | | | |
| 31 | DOM. AUTO INPUT PRICE INDEX 1972=100 | 126.1 | 134.8 | 143.5 | 153.4 | 163.1 | 172.2 |
| 41 | %GROWTH | 13.71 | 6.90 | 6.45 | 6.90 | 6.32 | 5.58 |
| 51 | | | | | | | |
| 61 | FOR. AUTO EXPORT PRICE INDEX 1970=100 | 186.4 | 203.1 | 211.3 | 227.1 | 244.2 | 260.0 |
| 71 | %GROWTH | 12.03 | 8.96 | 4.04 | 7.48 | 7.53 | 6.47 |
| 81 | | | | | | | |
| 91 | TRANSPORTATION PRICE INDEX 1972=100 | 121.7 | 123.8 | 126.8 | 130.7 | 138.2 | 144.7 |
| 101 | %GROWTH | 7.91 | 1.73 | 2.42 | 3.08 | 5.74 | 4.70 |
| 111 | | | | | | | |
| 121 | RETAIL GASOLINE PRICE \$/GAL | 0.561 | 0.586 | 0.644 | 0.718 | 0.769 | 0.822 |
| 131 | %GROWTH | 6.21 | 4.46 | 9.98 | 11.49 | 7.10 | 6.84 |
| 141 | | | | | | | |
| 151 | STEEL SCRAP PRICE \$/GROSS TON | 70.83 | 75.08 | 79.58 | 84.36 | 89.42 | 94.79 |
| 161 | %GROWTH | -33.32 | 6.00 | 5.99 | 6.01 | 6.00 | 6.01 |

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

| LINE | I T F M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|---------------------------------------|-------|--------|--------|--------|--------|--------|
| 1 | OTHER COSTS AND PRICES | | | | | | |
| 2 | | | | | | | |
| 3 | DOM, AUTO INPUT PRICE INDEX 1972=100 | 179.3 | 186.1 | 193.6 | 200.9 | 208.3 | 216.1 |
| 4 | %GROWTH | 4.12 | 3.79 | 4.03 | 3.77 | 3.68 | 3.74 |
| 5 | | | | | | | |
| 6 | FOR, AUTO EXPORT PRICE INDEX 1970=100 | 271.8 | 284.0 | 296.8 | 310.1 | 324.1 | 338.7 |
| 7 | %GROWTH | 4.54 | 4.49 | 4.51 | 4.48 | 4.51 | 4.50 |
| 8 | | | | | | | |
| 9 | TRANSPORTATION PRICE INDEX 1972=100 | 150.1 | 155.3 | 160.8 | 165.4 | 169.8 | 174.0 |
| 10 | %GROWTH | 3.73 | 3.46 | 3.54 | 2.86 | 2.66 | 2.47 |
| 11 | | | | | | | |
| 12 | RETAIL GASOLINE PRICE \$/GAL | 0.879 | 0.942 | 1.007 | 1.076 | 1.150 | 1.224 |
| 13 | %GROWTH | 6.99 | 7.12 | 6.87 | 6.87 | 6.94 | 6.38 |
| 14 | | | | | | | |
| 15 | STEEL SCRAP PRICE \$/GROSS TON | 99.53 | 104.50 | 109.73 | 115.21 | 120.97 | 125.81 |
| 16 | %GROWTH | 5.00 | 4.99 | 5.00 | 4.99 | 5.00 | 4.00 |

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | OTHER COSTS AND PRICES | | | | | | |
| 21 | | | | | | | |
| 31 | DOM. AUTO INPUT PRICE INDEX 1972=100 | 224.0 | 232.0 | 240.9 | 249.8 | 258.6 | 267.6 |
| 41 | %GROWTH | 3.66 | 3.57 | 3.84 | 3.69 | 3.52 | 3.48 |
| 51 | | | | | | | |
| 61 | FOR. AUTO EXPORT PRICE INDEX 1970=100 | 353.9 | 369.8 | 386.5 | 403.9 | 420.0 | 436.8 |
| 71 | %GROWTH | 4.49 | 4.49 | 4.52 | 4.50 | 3.99 | 4.00 |
| 81 | | | | | | | |
| 91 | TRANSPORTATION PRICE INDEX 1972=100 | 178.3 | 182.8 | 187.4 | 192.1 | 196.9 | 201.8 |
| 101 | %GROWTH | 2.47 | 2.52 | 2.52 | 2.51 | 2.50 | 2.49 |
| 111 | | | | | | | |
| 121 | RETAIL GASOLINE PRICE \$/GAL | 1.297 | 1.374 | 1.457 | 1.545 | 1.628 | 1.707 |
| 131 | %GROWTH | 5.96 | 5.97 | 6.05 | 5.98 | 5.41 | 4.85 |
| 141 | | | | | | | |
| 151 | STEEL SCRAP PRICE \$/GROSS TON | 130.85 | 136.08 | 141.52 | 147.18 | 153.07 | 159.19 |
| 161 | %GROWTH | 4.01 | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 |

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|---------------------------------------|--------|--------|--------|--------|--------|--------|
| 11 | OTHER COSTS AND PRICES: | | | | | | |
| 21 | | | | | | | |
| 31 | DUM, AUTO INPUT PRICE INDEX 1972=100 | 277.0 | 286.7 | 296.7 | 306.5 | 316.6 | 327.1 |
| 41 | %GROWTH | 3.51 | 3.50 | 3.49 | 3.30 | 3.30 | 3.32 |
| 51 | | | | | | | |
| 61 | FOR, AUTO EXPORT PRICE INDEX 1970=100 | 454.3 | 472.5 | 491.3 | 511.0 | 531.4 | 552.7 |
| 71 | %GROWTH | 4.01 | 4.01 | 3.98 | 4.01 | 3.99 | 4.01 |
| 81 | | | | | | | |
| 91 | TRANSPORTATION PRICE INDEX 1972=100 | 206.8 | 212.0 | 217.3 | 222.7 | 228.3 | 234.0 |
| 101 | %GROWTH | 2.48 | 2.51 | 2.50 | 2.48 | 2.51 | 2.50 |
| 111 | | | | | | | |
| 121 | RETAIL GASOLINE PRICE \$/GAL | 1.791 | 1.879 | 1.971 | 2.068 | 2.169 | 2.276 |
| 131 | %GROWTH | 4.91 | 4.90 | 4.91 | 4.91 | 4.90 | 4.96 |
| 141 | | | | | | | |
| 151 | STEEL SCRAP PRICE \$/GROSS TON | 165.56 | 172.18 | 179.07 | 186.23 | 193.68 | 201.43 |
| 161 | %GROWTH | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 |

TABLE 2.04 ECONOMIC VARIABLES - CONTINUED

| LINE | I T E M | | 1999 | 2000 |
|-------|------------------------------|--------------|--------|--------|
| ----- | | | | |
| 1 | OTHER COSTS AND PRICES: | | | |
| 2 | | | | |
| 3 | DOM. AUTO INPUT PRICE INDEX | 1972=100 | 337.9 | 349.0 |
| 4 | | %GROWTH | 3.30 | 3.28 |
| 5 | | | | |
| 6 | FOR. AUTO EXPORT PRICE INDEX | 1970=100 | 574.8 | 597.8 |
| 7 | | %GROWTH | 4.00 | 4.00 |
| 8 | | | | |
| 9 | TRANSPORTATION PRICE INDEX | 1972=100 | 239.9 | 245.9 |
| 10 | | %GROWTH | 2.52 | 2.50 |
| 11 | | | | |
| 12 | RETAIL GASOLINE PRICE | \$/GAL | 2,388 | 2,506 |
| 13 | | %GROWTH | 4.91 | 4.95 |
| 14 | | | | |
| 15 | STEEL SCRAP PRICE | \$/GROSS TON | 209.49 | 217.87 |
| 16 | | %GROWTH | 4.00 | 4.00 |
| ----- | | | | |

TABLE 1.00 SUMMARY

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|------------------------------|--------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | 93,841 | 97,153 | 99,861 | 102,669 | 104,655 | 106,559 |
| 21 | MILL AUTOS | 1,43 | 3,53 | 2,79 | 2,81 | 1,93 | 1,82 |
| 31 | %GROWTH | | | | | | |
| 41 | ACTUAL YR-END STOCK OF AUTOS | 96,644 | 100,006 | 102,444 | 105,213 | 106,286 | 106,957 |
| 51 | MILL AUTOS | 2,90 | 3,48 | 2,44 | 2,70 | 1,02 | 0,63 |
| 61 | %GROWTH | | | | | | |
| 71 | NEW REGISTRATIONS OF AUTOS | 8,261 | 10,230 | 10,916 | 11,244 | 11,008 | 11,232 |
| 81 | MILL AUTOS | -11,04 | 23,84 | 6,71 | 3,00 | -2,10 | 2,03 |
| 91 | %GROWTH | | | | | | |
| 101 | FORIGN NEW REGIS. | 1,502 | 1,478 | 1,537 | 1,540 | 1,468 | 1,457 |
| 111 | MILL AUTOS | 2,83 | -1,59 | 3,98 | 0,19 | -4,66 | -0,78 |
| 121 | %GROWTH | | | | | | |
| 131 | DOMESTIC NEW REGIS. | 6,759 | 8,752 | 9,380 | 9,705 | 9,541 | 9,776 |
| 141 | MILL AUTOS | -13,63 | 29,49 | 7,17 | 3,47 | -1,69 | 2,47 |
| 151 | %GROWTH | | | | | | |
| 161 | VEHICLE MILES TRAVELED | 1029,7 | 1027,0 | 1038,8 | 1046,2 | 1072,0 | 1088,9 |
| 171 | MILL MILES | 3,43 | -0,26 | 1,15 | 0,71 | 2,47 | 1,58 |
| 181 | %GROWTH | | | | | | |
| 191 | SCRAPPAGE OF AUTOS | 5,541 | 6,868 | 8,478 | 8,475 | 9,936 | 10,561 |
| 201 | MILL AUTOS | -15,63 | 23,94 | 23,44 | -0,04 | 17,24 | 6,30 |
| 211 | %GROWTH | | | | | | |
| 221 | NEW AUTOS FLEET M.P.G. (EPA) | 17,15 | 17,45 | 18,16 | 18,91 | 19,52 | 20,20 |
| 231 | %GROWTH | 6,33 | 1,71 | 4,10 | 4,12 | 3,21 | 3,48 |
| 241 | %GROWTH | | | | | | |
| 251 | NEW DOMESTIC EPA TEST M.P.G. | 16,14 | 16,65 | 17,42 | 18,20 | 18,90 | 19,64 |
| 261 | %GROWTH | 5,87 | 3,18 | 4,60 | 4,51 | 3,81 | 3,95 |
| 271 | %GROWTH | | | | | | |
| 281 | NEW DOMESTIC AUTOS M.P.G. | 16,12 | 16,60 | 17,34 | 18,09 | 18,74 | 19,46 |
| 291 | %GROWTH | 5,66 | 2,99 | 4,42 | 4,32 | 3,63 | 3,81 |
| 301 | %GROWTH | | | | | | |
| 311 | NEW FOREIGN AUTOS M.P.G. | 24,10 | 24,95 | 25,60 | 26,52 | 26,68 | 27,09 |
| 321 | %GROWTH | 3,53 | 3,53 | 2,61 | 3,61 | 0,59 | 1,53 |
| 331 | %GROWTH | | | | | | |
| 341 | %GROWTH | | | | | | |
| 351 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 361 | SUBCOMPACT | 0,291 | 0,230 | 0,225 | 0,219 | 0,210 | 0,202 |
| 371 | %GROWTH | 13,13 | -20,93 | -2,34 | -2,67 | -4,13 | -3,94 |
| 381 | %GROWTH | | | | | | |
| 391 | COMPACT | 0,219 | 0,197 | 0,189 | 0,180 | 0,193 | 0,201 |
| 401 | %GROWTH | 16,95 | -9,84 | -4,07 | -4,83 | 7,28 | 4,22 |
| 411 | %GROWTH | | | | | | |
| 421 | MID-SIZE | 0,228 | 0,284 | 0,252 | 0,234 | 0,235 | 0,225 |
| 431 | %GROWTH | -12,22 | 24,51 | -11,33 | -6,95 | -3,95 | -0,03 |
| 441 | %GROWTH | | | | | | |
| 451 | FULL-SIZE | 0,169 | 0,198 | 0,246 | 0,279 | 0,283 | 0,283 |
| 461 | %GROWTH | -19,67 | 16,62 | 24,45 | 13,56 | 1,24 | -0,09 |
| 471 | %GROWTH | | | | | | |
| 481 | LUXURY | 0,093 | 0,091 | 0,089 | 0,088 | 0,090 | 0,090 |
| 491 | %GROWTH | 9,07 | -1,70 | -3,83 | -0,85 | 1,94 | 0,51 |
| 501 | %GROWTH | | | | | | |

TABLE 1.00 SUMMARY

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | 108,887 | 111,338 | 113,514 | 115,440 | 117,113 | 118,704 |
| 21 | %GROWTH | 2.18 | 2.25 | 1.95 | 1.70 | 1.45 | 1.36 |
| 31 | ACTUAL YR-END STOCK OF AUTOS | 108,408 | 110,536 | 112,778 | 114,809 | 116,509 | 117,940 |
| 51 | %GROWTH | 1.36 | 1.96 | 2.03 | 1.80 | 1.52 | 1.19 |
| 71 | NEW REGISTRATIONS OF AUTOS | 12,187 | 12,287 | 12,127 | 12,322 | 12,457 | 12,463 |
| 81 | %GROWTH | 8.50 | 0.81 | -1.30 | 1.61 | 1.10 | 0.05 |
| 91 | FOREIGN NEW REGIS. | 1,500 | 1,486 | 1,449 | 1,451 | 1,461 | 1,501 |
| 111 | %GROWTH | 2.96 | -0.93 | -2.45 | 0.10 | 0.69 | 2.79 |
| 121 | DOMESTIC NEW REGIS. | 10,688 | 10,801 | 10,678 | 10,871 | 10,996 | 10,961 |
| 141 | %GROWTH | 9.33 | 1.06 | -1.14 | 1.81 | 1.15 | -0.32 |
| 151 | VEHICLE MILES TRAVELED | 1102.5 | 1121.5 | 1145.2 | 1167.7 | 1190.5 | 1211.2 |
| 171 | %GROWTH | 1.24 | 1.73 | 2.11 | 1.97 | 1.95 | 1.74 |
| 181 | SCRAPPAGE OF AUTOS | 10,737 | 10,158 | 9,886 | 10,290 | 10,717 | 11,072 |
| 201 | %GROWTH | 1.66 | -5.39 | -2.68 | 4.10 | 4.14 | 3.31 |
| 211 | NEW AUTOS FLEET M.P.G. (EPA) | 20.69 | 21.24 | 21.82 | 22.43 | 22.97 | 23.35 |
| 231 | %GROWTH | 2.46 | 2.63 | 2.73 | 2.83 | 2.39 | 1.67 |
| 241 | NEW DOMESTIC EPA TEST M.P.G. | 20.24 | 20.83 | 21.47 | 22.15 | 22.74 | 23.12 |
| 261 | %GROWTH | 3.02 | 2.93 | 3.07 | 3.16 | 2.66 | 1.70 |
| 271 | NEW DOMESTIC AUTOS M.P.G. | 20.01 | 20.57 | 21.18 | 21.82 | 22.37 | 22.72 |
| 291 | %GROWTH | 2.85 | 2.80 | 2.95 | 3.01 | 2.54 | 1.58 |
| 301 | NEW FOREIGN AUTOS M.P.G. | 27.30 | 27.74 | 28.03 | 28.46 | 28.76 | 29.28 |
| 321 | %GROWTH | 0.78 | 1.64 | 1.03 | 1.55 | 1.04 | 1.82 |
| 331 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 361 | SUBCOMPACT | 0.188 | 0.184 | 0.181 | 0.177 | 0.176 | 0.182 |
| 371 | %GROWTH | -6.85 | -2.13 | -1.55 | -2.04 | -0.72 | 3.32 |
| 381 | COMPACT | 0.208 | 0.206 | 0.206 | 0.205 | 0.205 | 0.204 |
| 401 | %GROWTH | 3.54 | -0.96 | -0.30 | -0.19 | -0.21 | -0.16 |
| 421 | MID-SIZE | 0.227 | 0.226 | 0.226 | 0.228 | 0.226 | 0.230 |
| 431 | %GROWTH | 1.01 | -0.34 | 0.01 | 0.53 | -0.48 | 1.70 |
| 441 | FULL-SIZE | 0.287 | 0.293 | 0.295 | 0.296 | 0.297 | 0.286 |
| 461 | %GROWTH | 1.41 | 2.10 | 0.84 | 0.48 | 0.34 | -3.70 |
| 471 | LUXURY | 0.090 | 0.091 | 0.092 | 0.094 | 0.095 | 0.097 |
| 491 | %GROWTH | 0.46 | 0.83 | 1.09 | 1.60 | 1.90 | 1.72 |
| 501 | | | | | | | |

TABLE 1.00 SUMMARY

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | 120,231 | 121,628 | 122,910 | 124,185 | 125,544 | 126,728 |
| 2 | %GROWTH | 1.29 | 1.16 | 1.05 | 1.04 | 1.09 | 0.94 |
| 3 | | | | | | | |
| 4 | ACTUAL YR-END STOCK OF AUTOS | 119,237 | 120,465 | 121,582 | 122,705 | 123,905 | 124,966 |
| 5 | %GROWTH | 1.10 | 1.03 | 0.93 | 0.92 | 0.98 | 0.86 |
| 6 | | | | | | | |
| 7 | NEW REGISTRATIONS OF AUTOS | 12,635 | 12,833 | 12,942 | 13,210 | 13,113 | 13,115 |
| 8 | %GROWTH | 1.36 | 1.57 | 0.85 | 2.07 | -0.74 | 0.01 |
| 9 | | | | | | | |
| 10 | FOREIGN NEW REGIS. | 1,533 | 1,570 | 1,596 | 1,642 | 1,639 | 1,638 |
| 11 | %GROWTH | 2.11 | 2.43 | 1.62 | 2.86 | -0.17 | -0.03 |
| 12 | | | | | | | |
| 13 | DOMESTIC NEW REGIS. | 11,102 | 11,263 | 11,346 | 11,568 | 11,474 | 11,477 |
| 14 | %GROWTH | 1.28 | 1.45 | 0.74 | 1.96 | -0.81 | 0.02 |
| 15 | | | | | | | |
| 16 | VEHICLE MILES TRAVELED | 1229,0 | 1245,3 | 1260,6 | 1275,0 | 1288,3 | 1300,7 |
| 17 | %GROWTH | 1.47 | 1.32 | 1.23 | 1.14 | 1.04 | 0.97 |
| 18 | | | | | | | |
| 19 | SCRAPPAGE OF AUTOS | 11,338 | 11,605 | 11,825 | 12,087 | 11,913 | 12,054 |
| 20 | %GROWTH | 2.40 | 2.35 | 1.90 | 2.22 | -1.45 | 1.18 |
| 21 | | | | | | | |
| 22 | NEW AUTOS FLEET M.P.G. (EPA) | 23,69 | 24,05 | 24,41 | 24,78 | 24,95 | 25,11 |
| 23 | %GROWTH | 1.44 | 1.53 | 1.47 | 1.52 | 0.69 | 0.65 |
| 24 | | | | | | | |
| 25 | NEW DOMESTIC EPA TEST M.P.G. | 23,49 | 23,86 | 24,25 | 24,64 | 24,83 | 25,02 |
| 26 | %GROWTH | 1.57 | 1.58 | 1.63 | 1.62 | 0.77 | 0.75 |
| 27 | | | | | | | |
| 28 | NEW DOMESTIC AUTOS M.P.G. | 23,05 | 23,40 | 23,75 | 24,11 | 24,27 | 24,43 |
| 29 | %GROWTH | 1.45 | 1.49 | 1.51 | 1.50 | 0.67 | 0.65 |
| 30 | | | | | | | |
| 31 | NEW FOREIGN AUTOS M.P.G. | 29,61 | 30,09 | 30,37 | 30,81 | 31,02 | 31,23 |
| 32 | %GROWTH | 1.11 | 1.61 | 0.95 | 1.44 | 0.70 | 0.66 |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 36 | | 0,183 | 0,185 | 0,186 | 0,188 | 0,189 | 0,189 |
| 37 | SUBCOMPACT | 0.72 | 0.97 | 0.81 | 0.91 | 0.58 | -0.17 |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | COMPACT | 0,205 | 0,204 | 0,205 | 0,204 | 0,204 | 0,204 |
| 41 | %GROWTH | 0.17 | -0.28 | 0.23 | -0.31 | 0.14 | 0.00 |
| 42 | | | | | | | |
| 43 | MID-SIZE | 0,232 | 0,234 | 0,235 | 0,237 | 0,236 | 0,238 |
| 44 | %GROWTH | 0.84 | 0.65 | 0.51 | 0.87 | -0.52 | 0.79 |
| 45 | | | | | | | |
| 46 | FULL-SIZE | 0,281 | 0,277 | 0,273 | 0,269 | 0,268 | 0,266 |
| 47 | %GROWTH | -1.74 | -1.40 | -1.52 | -1.49 | -0.41 | -0.93 |
| 48 | | | | | | | |
| 49 | LUXURY | 0,098 | 0,100 | 0,101 | 0,102 | 0,103 | 0,104 |
| 50 | %GROWTH | 1.44 | 1.24 | 1.05 | 0.93 | 0.96 | 0.91 |
| 51 | | | | | | | |

TABLE 1.00 SUMMARY

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | DESIRED STOCK OF AUTOS | 127,754 | 128,691 | 129,582 | 130,471 | 131,364 | 132,170 |
| 2 | %GROWTH | 0.81 | 0.73 | 0.69 | 0.69 | 0.67 | 0.63 |
| 3 | ACTUAL YR-END STOCK OF AUTOS | 125,898 | 126,718 | 127,481 | 128,253 | 129,101 | 129,886 |
| 4 | %GROWTH | 0.75 | 0.65 | 0.60 | 0.61 | 0.66 | 0.61 |
| 5 | NEW REGISTRATIONS OF AUTOS | 13,191 | 13,346 | 13,498 | 13,689 | 13,771 | 13,867 |
| 6 | %GROWTH | 0.58 | 1.17 | 1.14 | 1.42 | 0.60 | 0.70 |
| 7 | FOREIGN NEW REGIS. | 1,604 | 1,657 | 1,671 | 1,680 | 1,679 | 1,685 |
| 8 | %GROWTH | 0.33 | 0.82 | 0.83 | 0.55 | 0.04 | 0.36 |
| 9 | DOMESTIC NEW REGIS. | 11,547 | 11,689 | 11,827 | 12,009 | 12,092 | 12,182 |
| 10 | %GROWTH | 0.62 | 1.22 | 1.19 | 1.54 | 0.68 | 0.75 |
| 11 | VEHICLE MILES TRAVELED | 1312.1 | 1322.7 | 1332.9 | 1343.2 | 1353.7 | 1364.4 |
| 12 | %GROWTH | 0.88 | 0.80 | 0.78 | 0.77 | 0.78 | 0.79 |
| 13 | SCRAPPAGE OF AUTOS | 12,259 | 12,525 | 12,735 | 12,917 | 12,923 | 13,082 |
| 14 | %GROWTH | 1.71 | 2.17 | 1.68 | 1.43 | 0.05 | 1.23 |
| 15 | NEW AUTOS FLEET M.P.G. (EPA) | 25.26 | 25.41 | 25.56 | 25.71 | 25.85 | 26.01 |
| 16 | %GROWTH | 0.61 | 0.59 | 0.59 | 0.57 | 0.55 | 0.61 |
| 17 | NEW DOMESTIC EPA TEST M.P.G. | 25.19 | 25.37 | 25.54 | 25.71 | 25.88 | 26.06 |
| 18 | %GROWTH | 0.71 | 0.70 | 0.70 | 0.65 | 0.67 | 0.68 |
| 19 | NEW DOMESTIC AUTOS M.P.G. | 24.58 | 24.73 | 24.87 | 25.02 | 25.16 | 25.32 |
| 20 | %GROWTH | 0.61 | 0.60 | 0.60 | 0.59 | 0.57 | 0.62 |
| 21 | NEW FOREIGN AUTOS M.P.G. | 31.43 | 31.63 | 31.83 | 32.03 | 32.22 | 32.42 |
| 22 | %GROWTH | 0.65 | 0.63 | 0.63 | 0.62 | 0.59 | 0.64 |
| 23 | SHARE OF NEW REGISTRATIONS: | | | | | | |
| 24 | SUBCOMPACT | 0.188 | 0.187 | 0.186 | 0.184 | 0.182 | 0.181 |
| 25 | %GROWTH | -0.41 | -0.56 | -0.52 | -1.24 | -0.95 | -0.59 |
| 26 | COMPACT | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 | 0.205 |
| 27 | %GROWTH | -0.13 | -0.07 | -0.02 | 0.08 | 0.08 | 0.15 |
| 28 | WTD-SIZE | 0.238 | 0.238 | 0.239 | 0.239 | 0.239 | 0.239 |
| 29 | %GROWTH | 0.18 | 0.18 | 0.15 | 0.03 | 0.06 | -0.05 |
| 30 | FULL-SIZE | 0.265 | 0.265 | 0.265 | 0.266 | 0.266 | 0.266 |
| 31 | %GROWTH | -0.14 | -0.09 | -0.14 | 0.39 | 0.15 | -0.06 |
| 32 | LUXURY | 0.105 | 0.106 | 0.107 | 0.108 | 0.109 | 0.110 |
| 33 | %GROWTH | 0.94 | 0.97 | 0.98 | 0.99 | 0.97 | 0.95 |

TABLE 1.00 SUMMARY

| LINE | I T E M | 1999 | 2000 |
|------|------------------------------|---------|---------|
| 1 | UNDESIRABLE STOCK OF AUTOS | 132,967 | 133,670 |
| 21 | MILL AUTOS | 0.60 | 0.53 |
| 31 | %GROWTH | | |
| 4 | ACTUAL YR-END STOCK OF AUTOS | 130,636 | 131,332 |
| 51 | MILL AUTOS | 0.58 | 0.53 |
| 61 | %GROWTH | | |
| 7 | NEW REGISTRATIONS OF AUTOS | 13,972 | 14,046 |
| 81 | MILL AUTOS | 0.76 | 0.53 |
| 91 | %GROWTH | | |
| 101 | FOREIGN NEW REGIS. | 1,692 | 1,689 |
| 111 | MILL AUTOS | 0.40 | -0.17 |
| 121 | %GROWTH | | |
| 131 | DOMESTIC NEW REGIS. | 12,280 | 12,357 |
| 141 | MILL AUTOS | 0.81 | 0.62 |
| 151 | %GROWTH | | |
| 16 | VEHICLE MILES TRAVELED | 1374.7 | 1383.3 |
| 171 | MILL MILES | 0.76 | 0.62 |
| 181 | %GROWTH | | |
| 19 | SCRAPPAGE OF AUTOS | 13,222 | 13,350 |
| 201 | MILL AUTOS | 1.07 | 0.97 |
| 211 | %GROWTH | | |
| 22 | NEW AUTOS FLEET M.P.G. (EPA) | 26.16 | 26.31 |
| 231 | %GROWTH | 0.57 | 0.57 |
| 241 | %GROWTH | | |
| 25 | NEW DOMESTIC EPA TEST M.P.G. | 26.24 | 26.41 |
| 261 | %GROWTH | 0.68 | 0.65 |
| 271 | %GROWTH | | |
| 281 | NEW DOMESTIC AUTOS M.P.G. | 25.46 | 25.61 |
| 291 | %GROWTH | 0.58 | 0.59 |
| 301 | %GROWTH | | |
| 311 | NEW FOREIGN AUTOS M.P.G. | 32.62 | 32.02 |
| 321 | %GROWTH | 0.60 | 0.61 |
| 331 | %GROWTH | | |
| 341 | %GROWTH | | |
| 35 | SHARE OF NEW REGISTRATIONS | | |
| 361 | SUBCOMPACT | 0.180 | 0.178 |
| 371 | %GROWTH | -0.61 | -1.01 |
| 381 | %GROWTH | | |
| 391 | %GROWTH | | |
| 401 | COMPACT | 0.205 | 0.205 |
| 411 | %GROWTH | 0.17 | -0.06 |
| 421 | %GROWTH | | |
| 431 | MID-SIZE | 0.239 | 0.240 |
| 441 | %GROWTH | -0.08 | 0.48 |
| 451 | %GROWTH | | |
| 461 | FULL-SIZE | 0.266 | 0.266 |
| 471 | %GROWTH | -0.02 | -0.07 |
| 481 | %GROWTH | | |
| 491 | LUXURY | 0.111 | 0.112 |
| 501 | %GROWTH | 0.90 | 0.89 |

TABLE 1.01 SHARES BY SIZE CLASS

| I I F M | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------------|-------------------------------------|--------|--------|--------|--------|--------|--------|
| SHARES OF DESIRED STOCKS | | | | | | | |
| 11 | SHARES OF DESIRED STOCKS | | | | | | |
| 21 | SURCOMPACTS | | | | | | |
| 31 | | 0,232 | 0,210 | 0,206 | 0,206 | 0,202 | 0,200 |
| 41 | %GROWTH | 14,91 | -9,77 | -1,74 | -0,03 | -1,79 | -1,26 |
| 51 | | | | | | | |
| 61 | COMPACTS | 0,198 | 0,193 | 0,184 | 0,179 | 0,185 | 0,190 |
| 71 | %GROWTH | 8,86 | -2,37 | -4,62 | -2,98 | 3,27 | 2,84 |
| 81 | | | | | | | |
| 91 | MID-SIZE | 0,235 | 0,232 | 0,231 | 0,230 | 0,232 | 0,232 |
| 101 | | -4,76 | -1,02 | -0,70 | -0,04 | 0,66 | -0,02 |
| 111 | | | | | | | |
| 121 | FULL SIZE | 0,245 | 0,275 | 0,289 | 0,295 | 0,291 | 0,288 |
| 131 | %GROWTH | -13,72 | 12,22 | 5,22 | 1,95 | -1,40 | -1,09 |
| 141 | | | | | | | |
| 151 | LUXURY | 0,090 | 0,090 | 0,090 | 0,090 | 0,090 | 0,091 |
| 161 | %GROWTH | 5,17 | -0,14 | -0,17 | 0,03 | 0,53 | 0,56 |
| 171 | | | | | | | |
| 181 | | | | | | | |
| 191 | SHARES OF ACTUAL YR-END STOCKS | | | | | | |
| 201 | | | | | | | |
| 211 | SURCOMPACT | 0,168 | 0,179 | 0,190 | 0,198 | 0,205 | 0,209 |
| 221 | | 9,75 | 6,41 | 5,79 | 4,41 | 3,41 | 2,18 |
| 231 | | | | | | | |
| 241 | COMPACT | 0,175 | 0,179 | 0,181 | 0,182 | 0,184 | 0,187 |
| 251 | %GROWTH | 2,96 | 1,95 | 1,35 | 0,58 | 1,18 | 1,44 |
| 261 | | | | | | | |
| 271 | MID-SIZE | 0,231 | 0,235 | 0,236 | 0,235 | 0,234 | 0,234 |
| 281 | %GROWTH | -0,96 | 1,66 | 0,40 | -0,19 | -0,37 | -0,22 |
| 291 | | | | | | | |
| 301 | FULL SIZE | 0,338 | 0,319 | 0,305 | 0,296 | 0,287 | 0,280 |
| 311 | %GROWTH | -5,27 | -5,61 | -4,48 | -3,04 | -2,84 | -2,40 |
| 321 | | | | | | | |
| 331 | LUXURY | 0,087 | 0,088 | 0,089 | 0,089 | 0,089 | 0,090 |
| 341 | %GROWTH | 1,23 | 1,09 | 0,65 | 0,33 | 0,42 | 0,35 |
| 351 | | | | | | | |
| 361 | | | | | | | |
| 371 | DOMESTIC SHARE OF NEW REGISTRATIONS | | | | | | |
| 381 | | | | | | | |
| 391 | DOMESTIC SHARE OF TOTAL | 0,818 | 0,856 | 0,859 | 0,863 | 0,867 | 0,870 |
| 401 | %GROWTH | -2,91 | 4,56 | 0,43 | 0,45 | 0,42 | 0,42 |
| 411 | | | | | | | |
| 421 | DOMESTIC SHARE OF SURCOMPACTS | 0,4694 | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 |
| 431 | %GROWTH | -2,68 | 2,26 | 0,0 | 0,0 | 0,0 | 0,0 |
| 441 | | | | | | | |
| 451 | DOMESTIC SHARE OF COMPACTS | 0,9264 | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 |
| 461 | %GROWTH | 0,15 | 0,39 | 0,0 | 0,0 | 0,0 | 0,0 |
| 471 | | | | | | | |
| 481 | DOMESTIC SHARE OF LUXURY | 0,8792 | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 |
| 491 | %GROWTH | -0,33 | 0,09 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 1,01 SHARES BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--|-------------------------------|--------|--------|--------|--------|--------|--------|
| 11 SHARES OF DESIRED STOCK: | | | | | | | |
| 21 | SUBCOMPACTS | 0,193 | 0,190 | 0,187 | 0,183 | 0,181 | 0,183 |
| 31 | %GROWTH | -3,60 | -1,55 | -1,47 | -1,96 | -1,34 | 1,06 |
| 41 | | | | | | | |
| 51 | COMPACTS | 0,195 | 0,195 | 0,195 | 0,196 | 0,196 | 0,197 |
| 61 | %GROWTH | 2,59 | 0,01 | 0,31 | 0,29 | 0,22 | 0,29 |
| 71 | | | | | | | |
| 81 | MID-SIZE | 0,233 | 0,233 | 0,233 | 0,233 | 0,232 | 0,234 |
| 91 | %GROWTH | 0,65 | -0,09 | -0,06 | 0,15 | -0,46 | 0,54 |
| 101 | | | | | | | |
| 111 | FULL SIZE | 0,288 | 0,291 | 0,292 | 0,294 | 0,296 | 0,291 |
| 121 | %GROWTH | 0,09 | 0,89 | 0,56 | 0,59 | 0,64 | -1,63 |
| 131 | | | | | | | |
| 141 | LUXURY | 0,091 | 0,092 | 0,093 | 0,094 | 0,095 | 0,096 |
| 151 | %GROWTH | 0,55 | 0,67 | 0,76 | 1,09 | 1,29 | 1,16 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 191 SHARES OF ACTUAL YR-END STOCKS: | | | | | | | |
| 181 | | | | | | | |
| 201 | SURCOMPACT | 0,210 | 0,209 | 0,207 | 0,203 | 0,199 | 0,196 |
| 211 | %GROWTH | 0,49 | -0,54 | -1,16 | -1,72 | -2,01 | -1,72 |
| 221 | | | | | | | |
| 231 | COMPACT | 0,190 | 0,193 | 0,195 | 0,197 | 0,199 | 0,200 |
| 241 | %GROWTH | 1,75 | 1,41 | 1,15 | 0,99 | 0,79 | 0,66 |
| 251 | | | | | | | |
| 261 | MID-SIZE | 0,234 | 0,233 | 0,233 | 0,232 | 0,231 | 0,231 |
| 271 | %GROWTH | -0,03 | -0,09 | -0,21 | -0,27 | -0,40 | -0,29 |
| 281 | | | | | | | |
| 291 | FULL SIZE | 0,276 | 0,274 | 0,275 | 0,277 | 0,280 | 0,282 |
| 301 | %GROWTH | -1,59 | -0,55 | 0,16 | 0,67 | 1,04 | 0,73 |
| 311 | | | | | | | |
| 321 | LUXURY | 0,090 | 0,090 | 0,090 | 0,091 | 0,091 | 0,092 |
| 331 | %GROWTH | 0,26 | 0,20 | 0,27 | 0,44 | 0,63 | 0,80 |
| 341 | | | | | | | |
| 351 | | | | | | | |
| 371 DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | | |
| 361 | | | | | | | |
| 381 | DOMESTIC SHARE OF TOTAL | 0,877 | 0,879 | 0,880 | 0,882 | 0,883 | 0,880 |
| 391 | %GROWTH | 0,76 | 0,24 | 0,16 | 0,20 | 0,05 | -0,36 |
| 401 | | | | | | | |
| 411 | DOMESTIC SHARE OF SUBCOMPACTS | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 |
| 421 | %GROWTH | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 431 | | | | | | | |
| 441 | DOMESTIC SHARE OF COMPACTS | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 |
| 451 | %GROWTH | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 461 | | | | | | | |
| 471 | DOMESTIC SHARE OF LUXURY | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 |
| 481 | %GROWTH | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 491 | | | | | | | |

TABLE 1.01 SHARES BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--------------------------------------|--------|--------|--------|--------|--------|--------|
| 11 | SHARES OF DESIRED STOCK: | | | | | | |
| 21 | SUBCOMPACTS | 0,182 | 0,182 | 0,182 | 0,182 | 0,183 | 0,183 |
| 31 | | -0,29 | -0,04 | 0,03 | 0,23 | 0,19 | -0,16 |
| 41 | | | | | | | |
| 51 | COMPACTS | 0,198 | 0,198 | 0,199 | 0,199 | 0,199 | 0,199 |
| 61 | | 0,41 | 0,11 | 0,37 | -0,01 | 0,17 | 0,04 |
| 71 | | | | | | | |
| 81 | MID-SIZE | 0,234 | 0,235 | 0,235 | 0,237 | 0,236 | 0,238 |
| 91 | | 0,25 | 0,25 | 0,26 | 0,54 | -0,14 | 0,58 |
| 101 | | | | | | | |
| 111 | FULL SIZE | 0,289 | 0,287 | 0,285 | 0,282 | 0,281 | 0,279 |
| 121 | | -0,67 | -0,63 | -0,64 | -0,94 | -0,49 | -0,78 |
| 131 | | | | | | | |
| 141 | LUXURY | 0,097 | 0,098 | 0,099 | 0,100 | 0,101 | 0,102 |
| 151 | | 1,14 | 1,10 | 1,03 | 1,00 | 1,02 | 1,02 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | SHARES OF ACTUAL YR-END STOCKS: | | | | | | |
| 191 | | | | | | | |
| 201 | SURCOMPACT | 0,192 | 0,190 | 0,188 | 0,187 | 0,186 | 0,186 |
| 211 | | -1,56 | -1,29 | -0,97 | -0,62 | -0,31 | -0,13 |
| 221 | | | | | | | |
| 231 | COMPACT | 0,201 | 0,202 | 0,203 | 0,204 | 0,204 | 0,204 |
| 241 | | 0,60 | 0,49 | 0,42 | 0,26 | 0,16 | 0,11 |
| 251 | | | | | | | |
| 261 | MID-SIZE | 0,230 | 0,230 | 0,230 | 0,231 | 0,232 | 0,233 |
| 271 | | -0,20 | -0,04 | 0,10 | 0,29 | 0,26 | 0,37 |
| 281 | | | | | | | |
| 291 | FULL SIZE | 0,283 | 0,284 | 0,283 | 0,282 | 0,281 | 0,279 |
| 301 | | 0,51 | 0,22 | -0,10 | -0,39 | -0,52 | -0,69 |
| 311 | | | | | | | |
| 321 | LUXURY | 0,093 | 0,094 | 0,095 | 0,096 | 0,097 | 0,098 |
| 331 | | 0,93 | 1,04 | 1,11 | 1,15 | 1,15 | 1,13 |
| 341 | | | | | | | |
| 351 | | | | | | | |
| 361 | DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | |
| 371 | | | | | | | |
| 381 | | | | | | | |
| 391 | DOMESTIC SHARE OF TOTAL | 0,879 | 0,878 | 0,877 | 0,876 | 0,875 | 0,875 |
| 401 | | -0,10 | -0,12 | -0,11 | -0,11 | -0,08 | 0,01 |
| 411 | | | | | | | |
| 421 | DOMESTIC SHARE OF SUBCOMPACTS | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 | 0,4800 |
| 431 | | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 441 | | | | | | | |
| 451 | DOMESTIC SHARE OF COMPACTS | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 | 0,9300 |
| 461 | | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |
| 471 | | | | | | | |
| 481 | DOMESTIC SHARE OF LUXURY | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 | 0,8800 |
| 491 | | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 |

TABLE 1.01 SHARES BY SIZE CLASS

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|--------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | SHARES OF DESIRED STOCKS: | | | | | | |
| 21 | SURCOMPACTS | 0.182 | 0.181 | 0.181 | 0.180 | 0.178 | 0.178 |
| 31 | %GROWTH | -0.26 | -0.32 | -0.29 | -0.75 | -0.63 | -0.45 |
| 41 | | | | | | | |
| 51 | COMPACTS | 0.199 | 0.199 | 0.199 | 0.199 | 0.199 | 0.199 |
| 61 | %GROWTH | -0.08 | -0.07 | -0.04 | -0.01 | 0.01 | 0.08 |
| 71 | | | | | | | |
| 81 | MID-SIZE | 0.238 | 0.239 | 0.240 | 0.240 | 0.241 | 0.241 |
| 91 | %GROWTH | 0.30 | 0.30 | 0.27 | 0.21 | 0.18 | 0.10 |
| 101 | | | | | | | |
| 111 | FULL SIZE | 0.277 | 0.276 | 0.275 | 0.275 | 0.275 | 0.274 |
| 121 | %GROWTH | -0.41 | -0.39 | -0.41 | -0.08 | -0.16 | -0.23 |
| 131 | | | | | | | |
| 141 | LUXURY | 0.103 | 0.104 | 0.105 | 0.107 | 0.108 | 0.109 |
| 151 | %GROWTH | 1.04 | 1.05 | 1.05 | 1.05 | 1.02 | 0.98 |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | | | | | | | |
| 191 | SHARES OF ACTUAL YR-END STOCKS: | | | | | | |
| 201 | SURCOMPACT | 0.186 | 0.186 | 0.186 | 0.186 | 0.186 | 0.185 |
| 211 | %GROWTH | -0.01 | 0.04 | 0.04 | -0.08 | -0.18 | -0.27 |
| 221 | | | | | | | |
| 231 | COMPACT | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 | 0.204 |
| 241 | %GROWTH | 0.05 | 0.01 | -0.01 | -0.01 | -0.00 | 0.02 |
| 251 | | | | | | | |
| 261 | MID-SIZE | 0.233 | 0.234 | 0.235 | 0.236 | 0.237 | 0.237 |
| 271 | %GROWTH | 0.38 | 0.38 | 0.36 | 0.33 | 0.27 | 0.23 |
| 281 | | | | | | | |
| 291 | FULL SIZE | 0.277 | 0.275 | 0.273 | 0.271 | 0.270 | 0.269 |
| 301 | %GROWTH | -0.74 | -0.75 | -0.73 | -0.62 | -0.51 | -0.43 |
| 311 | | | | | | | |
| 321 | LUXURY | 0.099 | 0.100 | 0.101 | 0.103 | 0.104 | 0.105 |
| 331 | %GROWTH | 1.12 | 1.11 | 1.10 | 1.07 | 1.04 | 1.02 |
| 341 | | | | | | | |
| 351 | | | | | | | |
| 361 | | | | | | | |
| 371 | DOMESTIC SHARE OF NEW REGISTRATIONS: | | | | | | |
| 381 | | | | | | | |
| 391 | DOMESTIC SHARE OF TOTAL | 0.875 | 0.876 | 0.876 | 0.877 | 0.878 | 0.878 |
| 401 | %GROWTH | 0.04 | 0.05 | 0.04 | 0.12 | 0.09 | 0.05 |
| 411 | | | | | | | |
| 421 | DOMESTIC SHARE OF SURCOMPACTS | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 | 0.4800 |
| 431 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 441 | | | | | | | |
| 451 | DOMESTIC SHARE OF COMPACTS | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 | 0.9300 |
| 461 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| 471 | | | | | | | |
| 481 | DOMESTIC SHARE OF LUXURY | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 | 0.8800 |
| 491 | %GROWTH | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TABLE 1.01 SHARES BY SIZE CLASS

| LINE | I T E M | 1999 | 2000 |
|------|--------------------------------------|--------|--------|
| 1 | SHARES OF DESIRED STOCK: | | |
| 2 | | | |
| 3 | SURCOMPACTS | | |
| 4 | %GROWTH | 0.177 | 0.175 |
| 5 | | -0.50 | -0.79 |
| 6 | COMPACTS | | |
| 7 | %GROWTH | 0.199 | 0.199 |
| 8 | | 0.10 | -0.05 |
| 9 | MID-SIZE | | |
| 10 | %GROWTH | 0.241 | 0.242 |
| 11 | | 0.06 | 0.35 |
| 12 | FULL SIZE | | |
| 13 | %GROWTH | 0.273 | 0.273 |
| 14 | | -0.17 | -0.14 |
| 15 | LUXURY | | |
| 16 | %GROWTH | 0.110 | 0.111 |
| 17 | | 0.95 | 0.95 |
| 18 | | | |
| 19 | SHARES OF ACTUAL YR-END STOCKS: | | |
| 20 | | | |
| 21 | SUBCOMPACT | | |
| 22 | %GROWTH | 0.185 | 0.184 |
| 23 | | -0.35 | -0.48 |
| 24 | COMPACT | | |
| 25 | %GROWTH | 0.204 | 0.204 |
| 26 | | 0.04 | 0.03 |
| 27 | MID-SIZE | | |
| 28 | %GROWTH | 0.238 | 0.238 |
| 29 | | 0.18 | 0.20 |
| 30 | FULL SIZE | | |
| 31 | %GROWTH | 0.268 | 0.267 |
| 32 | | -0.34 | -0.25 |
| 33 | LUXURY | | |
| 34 | %GROWTH | 0.106 | 0.107 |
| 35 | | 1.00 | 0.98 |
| 36 | | | |
| 37 | DOMESTIC SHARE OF NEW REGISTRATIONS: | | |
| 38 | | | |
| 39 | DOMESTIC SHARE OF TOTAL | | |
| 40 | %GROWTH | 0.879 | 0.880 |
| 41 | | 0.05 | 0.10 |
| 42 | DOMESTIC SHARE OF SUBCOMPACTS | | |
| 43 | %GROWTH | 0.4800 | 0.4800 |
| 44 | | 0.0 | 0.0 |
| 45 | DOMESTIC SHARE OF COMPACTS | | |
| 46 | %GROWTH | 0.9300 | 0.9300 |
| 47 | | 0.0 | 0.0 |
| 48 | DOMESTIC SHARE OF LUXURY | | |
| 49 | %GROWTH | 0.8800 | 0.8800 |
| | | 0.0 | 0.0 |

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

| LINE | I T E M | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|-------------------------|------------|------------|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | | |
| 21 | | | | | | | | |
| 31 | SURCOMPACT | MILL AUTOS | 2,405 | 2,355 | 2,454 | 2,461 | 2,309 | 2,264 |
| 41 | | %GROWTH | 0.64 | -2.08 | 4.21 | 0.26 | -6.15 | -1.99 |
| 51 | | | | | | | | |
| 61 | COMPACT | MILL AUTOS | 1,805 | 2,016 | 2,064 | 2,023 | 2,125 | 2,259 |
| 71 | | %GROWTH | 4.04 | 11.66 | 2.37 | -1.97 | 5.03 | 6.34 |
| 81 | | | | | | | | |
| 91 | MID-SIZE | MILL AUTOS | 1,883 | 2,903 | 2,747 | 2,633 | 2,476 | 2,525 |
| 101 | | %GROWTH | -21.91 | 54.19 | -5.38 | -4.15 | -5.97 | 2.00 |
| 111 | | | | | | | | |
| 121 | FULL SIZE | MILL AUTOS | 1,400 | 2,021 | 2,685 | 3,140 | 3,113 | 3,173 |
| 131 | | %GROWTH | -28.54 | 44.42 | 32.81 | 16.98 | -0.87 | 1.94 |
| 141 | | | | | | | | |
| 151 | LUXURY | MILL AUTOS | 0,768 | 0,935 | 0,967 | 0,988 | 0,986 | 1,011 |
| 161 | | %GROWTH | -2.97 | 21.74 | 3.48 | 2.13 | -0.20 | 2.56 |
| 171 | | | | | | | | |
| UNDESIRE STOCKS: | | | | | | | | |
| 181 | | | | | | | | |
| 191 | | | | | | | | |
| 201 | SURCOMPACT | MILL AUTOS | 22,459 | 20,969 | 21,106 | 21,669 | 21,497 | 21,361 |
| 211 | | %GROWTH | 18.23 | -6.64 | 0.65 | 2.67 | -0.79 | -0.63 |
| 221 | | | | | | | | |
| 231 | COMPACT | MILL AUTOS | 19,120 | 19,316 | 18,872 | 18,805 | 19,618 | 20,303 |
| 241 | | %GROWTH | 12.01 | 1.02 | -2.30 | -0.35 | 4.32 | 3.49 |
| 251 | | | | | | | | |
| 261 | MID-SIZE | MILL AUTOS | 22,673 | 23,221 | 23,621 | 24,249 | 24,658 | 24,809 |
| 271 | | %GROWTH | -2.00 | 2.42 | 1.72 | 2.66 | 1.69 | 0.61 |
| 281 | | | | | | | | |
| 291 | FULL SIZE | MILL AUTOS | 23,684 | 27,502 | 29,644 | 31,038 | 30,914 | 30,771 |
| 301 | | %GROWTH | -11.22 | 16.12 | 7.79 | 4.70 | -0.40 | -0.46 |
| 311 | | | | | | | | |
| 321 | LUXURY | MILL AUTOS | 8,707 | 8,997 | 9,201 | 9,452 | 9,599 | 9,713 |
| 331 | | %GROWTH | 8.22 | 3.33 | 2.27 | 2.73 | 1.55 | 1.19 |
| 341 | | | | | | | | |
| YEAR-END ACTUAL STOCKS: | | | | | | | | |
| 351 | | | | | | | | |
| 361 | | | | | | | | |
| 371 | SURCOMPACT | MILL AUTOS | 16,275 | 17,920 | 19,419 | 20,824 | 21,754 | 22,368 |
| 381 | | %GROWTH | 12.93 | 10.11 | 8.37 | 7.24 | 4.47 | 2.82 |
| 391 | | | | | | | | |
| 401 | COMPACT | MILL AUTOS | 16,947 | 17,878 | 18,562 | 19,174 | 19,598 | 20,007 |
| 411 | | %GROWTH | 5.94 | 5.50 | 3.82 | 3.30 | 2.21 | 2.09 |
| 421 | | | | | | | | |
| 431 | MID-SIZE | MILL AUTOS | 22,309 | 23,467 | 24,135 | 24,740 | 24,900 | 25,001 |
| 441 | | %GROWTH | 1.90 | 5.19 | 2.85 | 2.51 | 0.64 | 0.41 |
| 451 | | | | | | | | |
| 461 | FULL SIZE | MILL AUTOS | 32,695 | 31,935 | 31,248 | 31,118 | 30,543 | 29,998 |
| 471 | | %GROWTH | -2.52 | -2.33 | -2.15 | -0.41 | -1.85 | -1.79 |
| 481 | | | | | | | | |
| 491 | LUXURY | MILL AUTOS | 8,418 | 8,806 | 9,079 | 9,356 | 9,490 | 9,584 |
| 501 | | %GROWTH | 4.16 | 4.61 | 3.10 | 3.04 | 1.44 | 0.98 |

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

| LINE | TYPE | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------|-------------------------|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | |
| 21 | SUBCOMPACT | 2,288 | 2,257 | 2,193 | 2,183 | 2,191 | 2,265 |
| 31 | MILL AUTOS | 1,07 | -1,34 | -2,83 | -0,47 | 0,37 | 3,37 |
| 41 | %GROWTH | | | | | | |
| 51 | COMPACT | 2,538 | 2,534 | 2,494 | 2,529 | 2,551 | 2,548 |
| 61 | MILL AUTOS | 12,34 | -0,15 | -1,60 | 1,41 | 0,89 | -0,11 |
| 71 | %GROWTH | | | | | | |
| 81 | MID-SIZE | 2,767 | 2,780 | 2,744 | 2,803 | 2,820 | 2,870 |
| 91 | MILL AUTOS | 9,60 | 0,47 | -1,30 | 2,14 | 0,61 | 1,75 |
| 101 | %GROWTH | | | | | | |
| 111 | FULL SIZE | 3,492 | 3,594 | 3,577 | 3,652 | 3,705 | 3,570 |
| 121 | MILL AUTOS | 10,04 | 2,93 | -0,47 | 2,09 | 1,44 | -3,65 |
| 131 | %GROWTH | | | | | | |
| 141 | LUXURY | 1,102 | 1,120 | 1,118 | 1,154 | 1,189 | 1,210 |
| 151 | MILL AUTOS | 9,00 | 1,65 | -0,22 | 3,23 | 3,02 | 1,77 |
| 161 | %GROWTH | | | | | | |
| 171 | UNDESIRE STOCKS | | | | | | |
| 181 | | | | | | | |
| 191 | | | | | | | |
| 201 | SUBCOMPACT | 20,872 | 20,951 | 21,062 | 21,022 | 21,055 | 21,531 |
| 211 | MILL AUTOS | -2,29 | 0,38 | 0,53 | -0,19 | 0,16 | 2,26 |
| 221 | %GROWTH | | | | | | |
| 231 | COMPACT | 21,112 | 21,529 | 22,034 | 22,497 | 22,868 | 23,227 |
| 241 | MILL AUTOS | 3,98 | 1,98 | 2,35 | 2,10 | 1,74 | 1,48 |
| 251 | %GROWTH | | | | | | |
| 261 | MID-SIZE | 25,309 | 25,782 | 26,288 | 26,801 | 27,082 | 27,553 |
| 271 | MILL AUTOS | 2,01 | 1,87 | 1,96 | 1,95 | 1,05 | 1,74 |
| 281 | %GROWTH | | | | | | |
| 291 | FULL SIZE | 31,216 | 32,113 | 32,947 | 33,739 | 34,471 | 34,313 |
| 301 | MILL AUTOS | 1,45 | 2,87 | 2,60 | 2,40 | 2,17 | -0,46 |
| 311 | %GROWTH | | | | | | |
| 321 | LUXURY | 9,899 | 10,161 | 10,446 | 10,751 | 11,054 | 11,315 |
| 331 | MILL AUTOS | 1,91 | 2,64 | 2,81 | 2,91 | 2,82 | 2,37 |
| 341 | %GROWTH | | | | | | |
| 351 | YEAR-END ACTUAL STOCKS: | | | | | | |
| 361 | | | | | | | |
| 371 | SUBCOMPACT | 22,783 | 23,104 | 23,298 | 23,310 | 23,188 | 23,062 |
| 381 | MILL AUTOS | 1,86 | 1,41 | 0,84 | 0,05 | -0,52 | -0,54 |
| 391 | %GROWTH | | | | | | |
| 401 | COMPACT | 20,633 | 21,335 | 22,019 | 22,637 | 23,162 | 23,594 |
| 411 | MILL AUTOS | 3,13 | 3,41 | 3,20 | 2,81 | 2,32 | 1,87 |
| 421 | %GROWTH | | | | | | |
| 431 | MID-SIZE | 25,332 | 25,806 | 26,275 | 26,676 | 26,972 | 27,214 |
| 441 | MILL AUTOS | 1,33 | 1,87 | 1,82 | 1,53 | 1,11 | 0,90 |
| 451 | %GROWTH | | | | | | |
| 461 | FULL SIZE | 29,921 | 30,341 | 31,006 | 31,777 | 32,594 | 33,225 |
| 471 | MILL AUTOS | -0,26 | 1,40 | 2,19 | 2,49 | 2,57 | 1,93 |
| 481 | %GROWTH | | | | | | |
| 491 | LUXURY | 9,739 | 9,950 | 10,179 | 10,408 | 10,632 | 10,845 |
| 501 | MILL AUTOS | 1,62 | 2,17 | 2,30 | 2,25 | 2,16 | 2,00 |
| | %GROWTH | | | | | | |

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|--------------------|-------------------------|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | |
| 21 | MILL AUTOS | 2,313 | 2,372 | 2,411 | 2,484 | 2,480 | 2,476 |
| 31 | SUBCOMPACT | 2,11 | 2,55 | 1,66 | 3,00 | -0,16 | -0,16 |
| 41 | %GROWTH | | | | | | |
| 51 | MILL AUTOS | 2,588 | 2,621 | 2,650 | 2,696 | 2,680 | 2,681 |
| 61 | COMPACT | 1,55 | 1,29 | 1,08 | 1,76 | -0,59 | 0,02 |
| 71 | %GROWTH | | | | | | |
| 81 | MID-SIZE | 2,934 | 2,999 | 3,040 | 3,130 | 3,091 | 3,116 |
| 91 | MILL AUTOS | 2,24 | 2,23 | 1,36 | 2,96 | -1,25 | 0,81 |
| 101 | %GROWTH | | | | | | |
| 111 | FULL SIZE | 3,556 | 3,561 | 3,537 | 3,556 | 3,516 | 3,484 |
| 121 | MILL AUTOS | -0,38 | 0,14 | -0,68 | 0,56 | -1,14 | -0,91 |
| 131 | %GROWTH | | | | | | |
| 141 | LUXURY | 1,244 | 1,279 | 1,304 | 1,343 | 1,346 | 1,358 |
| 151 | MILL AUTOS | 2,84 | 2,83 | 1,91 | 3,02 | 0,21 | 0,92 |
| 161 | %GROWTH | | | | | | |
| 171 | UNDESIRABLE STOCKS: | | | | | | |
| 181 | SUBCOMPACT | 21,705 | 21,921 | 22,132 | 22,388 | 22,651 | 22,808 |
| 191 | %GROWTH | 0,81 | 0,99 | 0,96 | 1,16 | 1,17 | 0,69 |
| 201 | COMPACT | 23,579 | 23,848 | 24,158 | 24,378 | 24,659 | 24,881 |
| 211 | MID-SIZE | 1,51 | 1,14 | 1,30 | 0,91 | 1,15 | 0,90 |
| 221 | %GROWTH | | | | | | |
| 231 | MILL AUTOS | 27,924 | 28,283 | 28,618 | 29,039 | 29,281 | 29,702 |
| 241 | %GROWTH | 1,35 | 1,28 | 1,19 | 1,47 | 0,83 | 1,44 |
| 251 | FULL SIZE | 34,458 | 34,595 | 34,623 | 34,614 | 34,783 | 34,807 |
| 261 | %GROWTH | 0,42 | 0,40 | 0,08 | -0,02 | 0,49 | 0,07 |
| 271 | LUXURY | 11,571 | 11,819 | 12,051 | 12,285 | 12,531 | 12,768 |
| 281 | %GROWTH | 2,26 | 2,14 | 1,97 | 1,94 | 2,01 | 1,88 |
| 291 | YEAR-END ACTUAL STOCKS: | | | | | | |
| 301 | SUBCOMPACT | 22,953 | 22,890 | 22,877 | 22,945 | 23,099 | 23,266 |
| 311 | %GROWTH | -0,47 | -0,27 | -0,05 | 0,30 | 0,67 | 0,72 |
| 321 | COMPACT | 23,998 | 24,363 | 24,693 | 24,986 | 25,270 | 25,514 |
| 331 | MID-SIZE | 1,71 | 1,52 | 1,35 | 1,19 | 1,14 | 0,96 |
| 341 | %GROWTH | | | | | | |
| 351 | FULL SIZE | 27,457 | 27,729 | 28,015 | 28,355 | 28,707 | 29,061 |
| 361 | MILL AUTOS | 0,89 | 0,99 | 1,03 | 1,21 | 1,24 | 1,23 |
| 371 | %GROWTH | | | | | | |
| 381 | FULL STOCK | 33,763 | 34,186 | 34,468 | 34,650 | 34,808 | 34,865 |
| 391 | MILL AUTOS | 1,62 | 1,25 | 0,82 | 0,53 | 0,46 | 0,16 |
| 401 | %GROWTH | | | | | | |
| 411 | LUXURY | 11,066 | 11,297 | 11,528 | 11,768 | 12,021 | 12,261 |
| 421 | %GROWTH | 2,04 | 2,08 | 2,05 | 2,08 | 2,14 | 2,00 |
| 431 | | | | | | | |
| 441 | | | | | | | |
| 451 | | | | | | | |
| 461 | | | | | | | |
| 471 | | | | | | | |
| 481 | | | | | | | |
| 491 | | | | | | | |
| 501 | | | | | | | |

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

| LINE | I T E M | | | | | | | | | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|-------------------------|------------|--|--|--|--|--|--|--|--|--|--------|--------|--------|--------|--------|--------|
| NEW REGISTRATIONS: | | | | | | | | | | | | | | | | |
| 21 | SURCOMPACT | | | | | | | | | | 2,480 | 2,495 | 2,510 | 2,514 | 2,505 | 2,508 |
| 31 | MILL AUTOS | | | | | | | | | | 0.16 | 0.60 | 0.62 | 0.16 | 0.36 | 0.11 |
| 41 | | | | | | | | | | | | | | | | |
| 51 | | | | | | | | | | | | | | | | |
| 61 | COMPACT | | | | | | | | | | 2,693 | 2,722 | 2,753 | 2,794 | 2,813 | 2,837 |
| 71 | | | | | | | | | | | 0.45 | 1.10 | 1.12 | 1.50 | 0.68 | 0.86 |
| 81 | | | | | | | | | | | | | | | | |
| 91 | MID-SIZE | | | | | | | | | | 3,140 | 3,183 | 3,224 | 3,270 | 3,292 | 3,313 |
| 101 | | | | | | | | | | | 0.77 | 1.36 | 1.29 | 1.45 | 0.65 | 0.65 |
| 111 | | | | | | | | | | | | | | | | |
| 121 | FULL SIZE | | | | | | | | | | 3,499 | 3,537 | 3,572 | 3,637 | 3,664 | 3,684 |
| 131 | | | | | | | | | | | 0.44 | 1.08 | 1.00 | 1.81 | 0.75 | 0.64 |
| 141 | | | | | | | | | | | | | | | | |
| 151 | LUXURY | | | | | | | | | | 1,379 | 1,409 | 1,439 | 1,474 | 1,497 | 1,522 |
| 161 | | | | | | | | | | | 1.53 | 2.16 | 2.14 | 2.42 | 1.57 | 1.65 |
| 171 | | | | | | | | | | | | | | | | |
| UNDESIRABLE STOCKS: | | | | | | | | | | | | | | | | |
| 181 | | | | | | | | | | | | | | | | |
| 191 | | | | | | | | | | | | | | | | |
| 201 | SUBCOMPACT | | | | | | | | | | 22,919 | 22,995 | 23,066 | 23,031 | 23,038 | 23,073 |
| 211 | | | | | | | | | | | 0.49 | 0.33 | 0.31 | 0.15 | 0.03 | 0.15 |
| 221 | | | | | | | | | | | | | | | | |
| 231 | COMPACT | | | | | | | | | | 25,048 | 25,194 | 25,335 | 25,487 | 25,659 | 25,836 |
| 241 | | | | | | | | | | | 0.67 | 0.58 | 0.56 | 0.60 | 0.68 | 0.69 |
| 251 | | | | | | | | | | | | | | | | |
| 261 | MID-SIZE | | | | | | | | | | 30,013 | 30,298 | 30,562 | 30,812 | 31,072 | 31,291 |
| 271 | | | | | | | | | | | 1.04 | 0.95 | 0.87 | 0.82 | 0.85 | 0.71 |
| 281 | | | | | | | | | | | | | | | | |
| 291 | FULL SIZE | | | | | | | | | | 34,922 | 35,012 | 35,080 | 35,262 | 35,440 | 35,573 |
| 301 | | | | | | | | | | | 0.33 | 0.26 | 0.19 | 0.52 | 0.50 | 0.37 |
| 311 | | | | | | | | | | | | | | | | |
| 321 | LUXURY | | | | | | | | | | 12,996 | 13,219 | 13,438 | 13,661 | 13,891 | 14,113 |
| 331 | | | | | | | | | | | 1.79 | 1.71 | 1.66 | 1.66 | 1.69 | 1.60 |
| 341 | | | | | | | | | | | | | | | | |
| YEAR-END ACTUAL STOCKS: | | | | | | | | | | | | | | | | |
| 351 | | | | | | | | | | | | | | | | |
| 361 | | | | | | | | | | | | | | | | |
| 371 | SUBCOMPACT | | | | | | | | | | 23,437 | 23,598 | 23,750 | 23,874 | 23,989 | 24,071 |
| 381 | | | | | | | | | | | 0.73 | 0.69 | 0.64 | 0.52 | 0.48 | 0.34 |
| 391 | | | | | | | | | | | | | | | | |
| 401 | COMPACT | | | | | | | | | | 25,717 | 25,887 | 26,041 | 26,195 | 26,368 | 26,533 |
| 411 | | | | | | | | | | | 0.80 | 0.66 | 0.59 | 0.59 | 0.66 | 0.63 |
| 421 | | | | | | | | | | | | | | | | |
| 431 | MID-SIZE | | | | | | | | | | 29,388 | 29,692 | 29,978 | 30,259 | 30,543 | 30,800 |
| 441 | | | | | | | | | | | 1.13 | 1.03 | 0.96 | 0.94 | 0.94 | 0.84 |
| 451 | | | | | | | | | | | | | | | | |
| 461 | FULL SIZE | | | | | | | | | | 34,864 | 34,828 | 34,783 | 34,777 | 34,828 | 34,890 |
| 471 | | | | | | | | | | | -0.00 | -0.10 | -0.13 | -0.02 | 0.15 | 0.18 |
| 481 | | | | | | | | | | | | | | | | |
| 491 | LUXURY | | | | | | | | | | 12,491 | 12,712 | 12,929 | 13,147 | 13,372 | 13,591 |
| 501 | | | | | | | | | | | 1.88 | 1.77 | 1.71 | 1.69 | 1.71 | 1.64 |

TABLE 1.02 NEW REGISTRATIONS AND STOCKS BY SIZE CLASS

| LINE | ITEM | 1999 | 2000 |
|--------------------|-------------------------|--------|--------|
| NEW REGISTRATIONS: | | | |
| 21 | SURCOMPACT | | |
| 31 | MILL AUTOS | 2,511 | 2,499 |
| 41 | %GROWTH | 0.14 | -0.49 |
| 51 | COMPACT | | |
| 61 | MILL AUTOS | 2,864 | 2,877 |
| 71 | %GROWTH | 0.93 | 0.47 |
| 81 | MID-SIZE | | |
| 91 | MILL AUTOS | 3,336 | 3,369 |
| 101 | %GROWTH | 0.68 | 1.01 |
| 111 | FULL SIZE | | |
| 121 | MILL AUTOS | 3,715 | 3,732 |
| 131 | %GROWTH | 0.74 | 0.46 |
| 141 | LUXURY | | |
| 151 | MILL AUTOS | 1,547 | 1,569 |
| 161 | %GROWTH | 1.67 | 1.42 |
| 171 | UNDESIRE STOCK | | |
| 191 | | | |
| 201 | SURCOMPACT | 23,090 | 23,029 |
| 211 | %GROWTH | 0.07 | -0.27 |
| 221 | COMPACT | | |
| 231 | MILL AUTOS | 26,010 | 26,137 |
| 241 | %GROWTH | 0.66 | 0.49 |
| 251 | MID-SIZE | | |
| 261 | MILL AUTOS | 31,490 | 31,768 |
| 271 | %GROWTH | 0.64 | 0.88 |
| 281 | FULL SIZE | | |
| 291 | MILL AUTOS | 35,717 | 35,856 |
| 301 | %GROWTH | 0.40 | 0.39 |
| 311 | LUXURY | | |
| 321 | MILL AUTOS | 14,329 | 14,542 |
| 331 | %GROWTH | 1.53 | 1.48 |
| 341 | | | |
| 351 | YEAR-END ACTUAL STOCKS: | | |
| 361 | | | |
| 371 | SURCOMPACT | 24,125 | 24,137 |
| 381 | %GROWTH | 0.22 | 0.05 |
| 391 | COMPACT | | |
| 401 | MILL AUTOS | 26,696 | 26,845 |
| 411 | %GROWTH | 0.61 | 0.56 |
| 421 | MID-SIZE | | |
| 431 | MILL AUTOS | 31,036 | 31,263 |
| 441 | %GROWTH | 0.76 | 0.73 |
| 451 | FULL SIZE | | |
| 461 | MILL AUTOS | 34,973 | 35,070 |
| 471 | %GROWTH | 0.24 | 0.28 |
| 481 | LUXURY | | |
| 491 | MILL AUTOS | 13,807 | 14,016 |
| 501 | %GROWTH | 1.59 | 1.52 |

TABLE 1.03 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-----------------------------------|---------|------|------|------|------|------|
| 1 | AVG NOMINAL CAP, COST PER MILE | \$/MILE | | | | | |
| 2 | %GROWTH | | | | | | |
| 3 | AVG REAL CAP, COST PER MILE | 1972 \$ | | | | | |
| 4 | %GROWTH | | | | | | |
| 5 | | | | | | | |
| 6 | CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | SURCOMPACTS | | | | | | |
| 10 | | | | | | | |
| 11 | | | | | | | |
| 12 | COMPACTS | | | | | | |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | MID-SIZE | | | | | | |
| 16 | | | | | | | |
| 17 | | | | | | | |
| 18 | FULL SIZE | | | | | | |
| 19 | | | | | | | |
| 20 | | | | | | | |
| 21 | LUXURY | | | | | | |
| 22 | | | | | | | |
| 23 | | | | | | | |
| 24 | | | | | | | |
| 25 | CAP, COST PER MILE BY FOR/DOM | | | | | | |
| 26 | | | | | | | |
| 27 | TOTAL DOMESTIC | | | | | | |
| 28 | | | | | | | |
| 29 | | | | | | | |
| 30 | TOTAL FOREIGN | | | | | | |
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | DOMESTIC SUBCOMPACT | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | FOREIGN SUBCOMPACT | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | DOMESTIC COMPACT | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | FOREIGN COMPACT | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | DOMESTIC LUXURY | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | | |
| 48 | FOREIGN LUXURY | | | | | | |
| 49 | | | | | | | |

TABLE 1.03 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | AVG NOMINAL CAP. COST PER MILE | | | | | | |
| 2 | %GROWTH | 0.280 | 0.293 | 0.306 | 0.319 | 0.333 | 0.347 |
| 3 | | 5.06 | 4.69 | 4.62 | 4.22 | 4.29 | 4.20 |
| 4 | AVG REAL CAP. COST PER MILE | | | | | | |
| 5 | %GROWTH | 0.154 | 0.155 | 0.157 | 0.157 | 0.158 | 0.159 |
| 6 | | 0.075 | 0.091 | 0.084 | 0.094 | 0.096 | 0.092 |
| 7 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | |
| 8 | | | | | | | |
| 9 | SURCOMPACTS | | | | | | |
| 10 | %MILE | 0.220 | 0.230 | 0.241 | 0.252 | 0.263 | 0.274 |
| 11 | %GROWTH | 5.28 | 4.83 | 4.76 | 4.35 | 4.38 | 4.16 |
| 12 | COMPACTS | | | | | | |
| 13 | %MILE | 0.250 | 0.262 | 0.274 | 0.285 | 0.298 | 0.311 |
| 14 | %GROWTH | 4.77 | 4.73 | 4.65 | 4.23 | 4.33 | 4.32 |
| 15 | MID-SIZE | | | | | | |
| 16 | %MILE | 0.280 | 0.293 | 0.306 | 0.318 | 0.332 | 0.346 |
| 17 | %GROWTH | 4.85 | 4.57 | 4.50 | 4.08 | 4.19 | 4.27 |
| 18 | FULL SIZE | | | | | | |
| 19 | %MILE | 0.304 | 0.317 | 0.331 | 0.344 | 0.358 | 0.373 |
| 20 | %GROWTH | 4.98 | 4.47 | 4.42 | 3.95 | 4.05 | 4.24 |
| 21 | LUXURY | | | | | | |
| 22 | %MILE | 0.393 | 0.410 | 0.428 | 0.445 | 0.463 | 0.482 |
| 23 | %GROWTH | 4.74 | 4.35 | 4.34 | 3.93 | 4.01 | 4.19 |
| 24 | | | | | | | |
| 25 | CAP. COST PER MILE BY FOR/DOM: | | | | | | |
| 26 | | | | | | | |
| 27 | TOTAL DOMESTIC | | | | | | |
| 28 | %MILE | 0.284 | 0.297 | 0.311 | 0.323 | 0.337 | 0.351 |
| 29 | %GROWTH | 4.99 | 4.70 | 4.59 | 4.16 | 4.23 | 4.16 |
| 30 | TOTAL FOREIGN | | | | | | |
| 31 | %MILE | 0.249 | 0.262 | 0.275 | 0.288 | 0.301 | 0.313 |
| 32 | %GROWTH | 6.20 | 5.13 | 5.00 | 4.71 | 4.68 | 3.96 |
| 33 | DOMESTIC SURCOMPACT | | | | | | |
| 34 | %MILE | 0.221 | 0.232 | 0.243 | 0.253 | 0.264 | 0.276 |
| 35 | %GROWTH | 5.09 | 4.85 | 4.76 | 4.42 | 4.36 | 4.30 |
| 36 | FOREIGN SURCOMPACT | | | | | | |
| 37 | %MILE | 0.219 | 0.229 | 0.240 | 0.250 | 0.261 | 0.272 |
| 38 | %GROWTH | 5.45 | 4.82 | 4.75 | 4.28 | 4.40 | 4.04 |
| 39 | DOMESTIC COMPACT | | | | | | |
| 40 | %MILE | 0.247 | 0.259 | 0.271 | 0.282 | 0.294 | 0.307 |
| 41 | %GROWTH | 4.73 | 4.73 | 4.65 | 4.22 | 4.33 | 4.33 |
| 42 | FOREIGN COMPACT | | | | | | |
| 43 | %MILE | 0.289 | 0.303 | 0.317 | 0.331 | 0.346 | 0.360 |
| 44 | %GROWTH | 5.23 | 4.83 | 4.64 | 4.38 | 4.38 | 4.22 |
| 45 | DOMESTIC LUXURY | | | | | | |
| 46 | %MILE | 0.383 | 0.399 | 0.416 | 0.432 | 0.449 | 0.467 |
| 47 | %GROWTH | 4.67 | 4.24 | 4.26 | 3.81 | 3.90 | 4.13 |
| 48 | FOREIGN LUXURY | | | | | | |
| 49 | %MILE | 0.469 | 0.493 | 0.516 | 0.540 | 0.565 | 0.591 |
| 50 | %GROWTH | 5.18 | 5.02 | 4.81 | 4.65 | 4.63 | 4.59 |

TABLE 1.03 CAPITALIZED COSTS PER MILE

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-----------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | AVG NOMINAL CAP. COST PER MILE | | | | | | |
| 2 | \$/MILE | 0.362 | 0.377 | 0.393 | 0.410 | 0.426 | 0.443 |
| 3 | %GROWTH | 4.25 | 4.22 | 4.35 | 4.22 | 3.98 | 3.86 |
| 4 | AVG REAL CAP. COST PER MILE | | | | | | |
| 5 | 1972 \$ | 0.160 | 0.160 | 0.161 | 0.162 | 0.163 | 0.164 |
| 6 | %GROWTH | 0.484 | 0.479 | 0.587 | 0.451 | 0.731 | 0.667 |
| 7 | CAPITALIZED COST PER MILE BY SIZE | | | | | | |
| 8 | SURCOMPACTS | | | | | | |
| 9 | \$/MILE | 0.285 | 0.297 | 0.310 | 0.323 | 0.335 | 0.348 |
| 10 | %GROWTH | 4.24 | 4.16 | 4.29 | 4.14 | 3.92 | 3.78 |
| 11 | COMPACTS | | | | | | |
| 12 | \$/MILE | 0.324 | 0.338 | 0.353 | 0.368 | 0.382 | 0.397 |
| 13 | %GROWTH | 4.28 | 4.26 | 4.38 | 4.28 | 4.02 | 3.89 |
| 14 | MID-SIZE | | | | | | |
| 15 | \$/MILE | 0.360 | 0.375 | 0.392 | 0.408 | 0.425 | 0.441 |
| 16 | %GROWTH | 4.23 | 4.20 | 4.35 | 4.23 | 3.97 | 3.84 |
| 17 | FULL SIZE | | | | | | |
| 18 | \$/MILE | 0.389 | 0.405 | 0.423 | 0.441 | 0.458 | 0.475 |
| 19 | %GROWTH | 4.19 | 4.17 | 4.33 | 4.20 | 3.95 | 3.82 |
| 20 | LUXURY | | | | | | |
| 21 | \$/MILE | 0.502 | 0.523 | 0.546 | 0.569 | 0.591 | 0.614 |
| 22 | %GROWTH | 4.18 | 4.17 | 4.33 | 4.21 | 3.90 | 3.82 |
| 23 | | | | | | | |
| 24 | CAP. COST PER MILE BY FOR/DOM | | | | | | |
| 25 | TOTAL DOMESTIC | | | | | | |
| 26 | \$/MILE | 0.366 | 0.381 | 0.390 | 0.414 | 0.431 | 0.447 |
| 27 | %GROWTH | 4.20 | 4.18 | 4.31 | 4.19 | 3.97 | 3.85 |
| 28 | TOTAL FOREIGN | | | | | | |
| 29 | \$/MILE | 0.327 | 0.341 | 0.356 | 0.371 | 0.385 | 0.400 |
| 30 | %GROWTH | 4.35 | 4.24 | 4.38 | 4.25 | 3.93 | 3.90 |
| 31 | DOMESTIC SUBCOMPACT | | | | | | |
| 32 | \$/MILE | 0.288 | 0.300 | 0.313 | 0.326 | 0.339 | 0.352 |
| 33 | %GROWTH | 4.26 | 4.20 | 4.28 | 4.17 | 4.02 | 3.88 |
| 34 | FOREIGN SUBCOMPACT | | | | | | |
| 35 | \$/MILE | 0.283 | 0.295 | 0.308 | 0.320 | 0.332 | 0.345 |
| 36 | %GROWTH | 4.22 | 4.11 | 4.30 | 4.12 | 3.82 | 3.69 |
| 37 | DOMESTIC COMPACT | | | | | | |
| 38 | \$/MILE | 0.320 | 0.334 | 0.348 | 0.363 | 0.378 | 0.393 |
| 39 | %GROWTH | 4.28 | 4.26 | 4.38 | 4.27 | 4.03 | 3.89 |
| 40 | FOREIGN COMPACT | | | | | | |
| 41 | \$/MILE | 0.376 | 0.392 | 0.408 | 0.427 | 0.443 | 0.460 |
| 42 | %GROWTH | 4.26 | 4.26 | 4.27 | 4.45 | 3.92 | 3.84 |
| 43 | DOMESTIC LUXURY | | | | | | |
| 44 | \$/MILE | 0.486 | 0.506 | 0.528 | 0.550 | 0.571 | 0.592 |
| 45 | %GROWTH | 4.11 | 4.07 | 4.28 | 4.12 | 3.86 | 3.77 |
| 46 | FOREIGN LUXURY | | | | | | |
| 47 | \$/MILE | 0.618 | 0.648 | 0.678 | 0.710 | 0.739 | 0.770 |
| 48 | %GROWTH | 4.61 | 4.70 | 4.65 | 4.71 | 4.16 | 4.13 |
| 49 | | | | | | | |

TABLE 1.03 CAPITALIZED COSTS PER MILE

| LINE | TYPE | 1.03 CAPITALIZED COSTS PER MILE | | | | | | | | | |
|------|------------------------------------|---------------------------------|------|------|------|------|------|--|--|--|--|
| | | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | | | | |
| 1 | AVG NOMINAL CAP. COST PER MILE | \$/MILE | | | | | | | | | |
| 2 | | %GROWTH | | | | | | | | | |
| 3 | | | | | | | | | | | |
| 4 | AVG REAL CAP. COST PER MILE | 1972 \$ | | | | | | | | | |
| 5 | | %GROWTH | | | | | | | | | |
| 6 | | | | | | | | | | | |
| 7 | CAPITALIZED COST PER MILE BY SIZE: | | | | | | | | | | |
| 8 | | | | | | | | | | | |
| 9 | SURCOMPACTS | \$/MILE | | | | | | | | | |
| 10 | | %GROWTH | | | | | | | | | |
| 11 | | | | | | | | | | | |
| 12 | COMPACTS | \$/MILE | | | | | | | | | |
| 13 | | %GROWTH | | | | | | | | | |
| 14 | | | | | | | | | | | |
| 15 | MID-SIZE | \$/MILE | | | | | | | | | |
| 16 | | %GROWTH | | | | | | | | | |
| 17 | | | | | | | | | | | |
| 18 | FULL SIZE | \$/MILE | | | | | | | | | |
| 19 | | %GROWTH | | | | | | | | | |
| 20 | | | | | | | | | | | |
| 21 | LUXURY | \$/MILE | | | | | | | | | |
| 22 | | %GROWTH | | | | | | | | | |
| 23 | | | | | | | | | | | |
| 24 | | | | | | | | | | | |
| 25 | CAP. COST PER MILE BY FOR/DOM: | | | | | | | | | | |
| 26 | | | | | | | | | | | |
| 27 | TOTAL DOMESTIC | \$/MILE | | | | | | | | | |
| 28 | | %GROWTH | | | | | | | | | |
| 29 | | | | | | | | | | | |
| 30 | TOTAL FOREIGN | \$/MILE | | | | | | | | | |
| 31 | | %GROWTH | | | | | | | | | |
| 32 | | | | | | | | | | | |
| 33 | DOMESTIC SURCOMPACT | \$/MILE | | | | | | | | | |
| 34 | | %GROWTH | | | | | | | | | |
| 35 | | | | | | | | | | | |
| 36 | FOREIGN SURCOMPACT | \$/MILE | | | | | | | | | |
| 37 | | %GROWTH | | | | | | | | | |
| 38 | | | | | | | | | | | |
| 39 | DOMESTIC COMPACT | \$/MILE | | | | | | | | | |
| 40 | | %GROWTH | | | | | | | | | |
| 41 | | | | | | | | | | | |
| 42 | FOREIGN COMPACT | \$/MILE | | | | | | | | | |
| 43 | | %GROWTH | | | | | | | | | |
| 44 | | | | | | | | | | | |
| 45 | DOMESTIC LUXURY | \$/MILE | | | | | | | | | |
| 46 | | %GROWTH | | | | | | | | | |
| 47 | | | | | | | | | | | |
| 48 | FOREIGN LUXURY | \$/MILE | | | | | | | | | |
| 49 | | %GROWTH | | | | | | | | | |

TABLE 1.03 CAPITALIZED COSTS PER MILE

| LINE | ITEM | 1999 | 2000 |
|------|--------------------------------------|---------|---------|
| 1 | AVG NOMINAL CAP. COST PER MILE | \$/MILE | \$/MILE |
| 2 | | %GROWTH | %GROWTH |
| 3 | AVG REAL CAP. COST PER MILE | 1972 \$ | 1972 \$ |
| 4 | | %GROWTH | %GROWTH |
| 5 | | | |
| 6 | 71CAPITALIZED COST PER MILE BY SIZE: | | |
| 8 | | | |
| 9 | SURCOMPACTS | | |
| 10 | | \$/MILE | \$/MILE |
| 11 | | %GROWTH | %GROWTH |
| 12 | COMPACTS | | |
| 13 | | \$/MILE | \$/MILE |
| 14 | | %GROWTH | %GROWTH |
| 15 | MID-SIZE | | |
| 16 | | \$/MILE | \$/MILE |
| 17 | | %GROWTH | %GROWTH |
| 18 | FULL SIZE | | |
| 19 | | \$/MILE | \$/MILE |
| 20 | | %GROWTH | %GROWTH |
| 21 | LUXURY | | |
| 22 | | \$/MILE | \$/MILE |
| 23 | | %GROWTH | %GROWTH |
| 24 | | | |
| 25 | 1CAP. COST PER MILE BY FOR/DOMI | | |
| 26 | | | |
| 27 | TOTAL DOMESTIC | | |
| 28 | | \$/MILE | \$/MILE |
| 29 | | %GROWTH | %GROWTH |
| 30 | TOTAL FOREIGN | | |
| 31 | | \$/MILE | \$/MILE |
| 32 | | %GROWTH | %GROWTH |
| 33 | DOMESTIC SUBCOMPACT | | |
| 34 | | \$/MILE | \$/MILE |
| 35 | | %GROWTH | %GROWTH |
| 36 | FOREIGN SUBCOMPACT | | |
| 37 | | \$/MILE | \$/MILE |
| 38 | | %GROWTH | %GROWTH |
| 39 | DOMESTIC COMPACT | | |
| 40 | | \$/MILE | \$/MILE |
| 41 | | %GROWTH | %GROWTH |
| 42 | FOREIGN COMPACT | | |
| 43 | | \$/MILE | \$/MILE |
| 44 | | %GROWTH | %GROWTH |
| 45 | DOMESTIC LUXURY | | |
| 46 | | \$/MILE | \$/MILE |
| 47 | | %GROWTH | %GROWTH |
| 48 | FOREIGN LUXURY | | |
| 49 | | \$/MILE | \$/MILE |
| 50 | | %GROWTH | %GROWTH |

AUTO MODEL FORECAST 1975 - 2000

TABLE 1.04 MISCELLANEOUS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|--|--------|--------|--------|--------|--------|--------|
| 11 | WISHED STOCK PER FAMILY | 1,246 | 1,268 | 1,280 | 1,293 | 1,296 | 1,298 |
| 21 | %GROWTH | -0.81 | 1.75 | 0.97 | 1.03 | 0.19 | 0.13 |
| 31 | 4 YEAR-END STOCK PER FAMILY | 1,283 | 1,305 | 1,313 | 1,326 | 1,316 | 1,303 |
| 51 | %GROWTH | 0.62 | 1.70 | 0.62 | 0.93 | -0.71 | -1.04 |
| 61 | VEHICLE MILES PER FAMILY | 13,674 | 13,404 | 13,318 | 13,180 | 13,275 | 13,261 |
| 81 | %GROWTH | 1.14 | -1.97 | -0.64 | -1.03 | 0.72 | -0.11 |
| 91 | VEHICLE MILES PER AUTO | 10,806 | 10,445 | 10,263 | 10,076 | 10,137 | 10,213 |
| 111 | %GROWTH | 0.47 | -3.34 | -1.75 | -1.82 | 0.61 | 0.75 |
| 121 | RATIO-NEW REGIS. TO REGIN. STOCK | 0.0880 | 0.1059 | 0.1092 | 0.1098 | 0.1046 | 0.1057 |
| 141 | %GROWTH | | 20.35 | 3.12 | 0.55 | -4.68 | 1.00 |
| 151 | RATIO-SCRAPPAGE TO REGIN. STOCK | 0.0590 | 0.0711 | 0.0848 | 0.0827 | 0.0944 | 0.0994 |
| 171 | %GROWTH | | 20.45 | 19.29 | -2.42 | 14.15 | 5.22 |
| 181 | REAL DISP. INCOME PER FAMILY THOU 172 \$ | 9,349 | 9,561 | 9,651 | 9,848 | 9,781 | 9,745 |
| 201 | %GROWTH | -3.75 | 2.27 | 0.94 | 2.05 | -0.68 | -0.37 |
| 211 | FAMILIFS WITH INCOME OVER \$15,000 | 21.93 | 20.98 | 20.22 | 20.07 | 20.53 | 21.07 |
| 231 | %GROWTH | -1.20 | -4.36 | -3.59 | -0.76 | 2.31 | 2.64 |
| 241 | AVG AGE OF AUTO STOCK | 5.457 | 5.650 | 5.722 | 5.744 | 5.755 | 5.725 |
| 251 | %GROWTH | 4.32 | 3.53 | 1.28 | 0.39 | 0.19 | -0.53 |

TABLE 1.04 MISCELLANEOUS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|--|--------|--------|--------|--------|--------|--------|
| 11 | DESIRED STOCK PER FAMILY | 1,304 | 1,312 | 1,318 | 1,320 | 1,321 | 1,322 |
| 21 | %GROWTH | 0,51 | 0,62 | 0,40 | 0,22 | 0,07 | 0,07 |
| 31 | | | | | | | |
| 41 | YEAR-END STOCK PER FAMILY | 1,299 | 1,303 | 1,309 | 1,313 | 1,315 | 1,314 |
| 51 | %GROWTH | -0,30 | 0,33 | 0,47 | 0,32 | 0,13 | -0,09 |
| 61 | | | | | | | |
| 71 | VEHICLE MILES PER FAMILY | 13,206 | 13,219 | 13,292 | 13,357 | 13,412 | 13,493 |
| 81 | %GROWTH | -0,41 | 0,10 | 0,55 | 0,49 | 0,56 | 0,45 |
| 91 | | | | | | | |
| 101 | VEHICLE MILES PER AUTO | 10,238 | 10,245 | 10,256 | 10,262 | 10,291 | 10,331 |
| 111 | %GROWTH | 0,25 | 0,06 | 0,11 | 0,06 | 0,29 | 0,38 |
| 121 | | | | | | | |
| 131 | RATIO-NEW REGIS, TO BEGIN, STOCK | 0,1139 | 0,1133 | 0,1097 | 0,1093 | 0,1085 | 0,1069 |
| 141 | %GROWTH | 7,82 | -0,54 | -3,20 | -0,41 | -0,69 | -1,44 |
| 151 | | | | | | | |
| 161 | RATIO-SCRAPPAGE TO BEGIN, STOCK | 0,1004 | 0,0937 | 0,0894 | 0,0912 | 0,0933 | 0,0950 |
| 171 | %GROWTH | 1,03 | -6,66 | -4,56 | 2,03 | 2,30 | 1,77 |
| 181 | | | | | | | |
| 191 | REAL DISP, INCOME PER FAMILY THOU 172 \$ | 9,841 | 9,996 | 10,137 | 10,308 | 10,482 | 10,632 |
| 201 | %GROWTH | 0,98 | 1,57 | 1,42 | 1,69 | 1,69 | 1,43 |
| 211 | | | | | | | |
| 221 | FAMILIES WITH INCOME OVER \$15,000 | 21,46 | 21,99 | 22,68 | 23,80 | 25,24 | 26,77 |
| 231 | %GROWTH | 1,84 | 2,43 | 3,16 | 4,94 | 6,04 | 6,07 |
| 241 | | | | | | | |
| 251 | AVG AGE OF AUTO STOCK | 5,652 | 5,580 | 5,547 | 5,531 | 5,512 | 5,495 |
| 261 | %GROWTH | -1,26 | -1,28 | -0,59 | -0,28 | -0,35 | -0,32 |

TABLE 1.04 MISCELLANEOUS

| LINE | I T F M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|--------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | UNDESIRED STOCK PER FAMILY | | | | | | |
| 21 | AUTOSI | 1,323 | 1,323 | 1,321 | 1,321 | 1,322 | 1,324 |
| 21 | %GROWTH | 0.06 | -0.01 | -0.11 | -0.07 | 0.12 | 0.11 |
| 31 | | | | | | | |
| 41 | 41YEAR-END STOCK PER FAMILY | | | | | | |
| 51 | AUTOSI | 1,312 | 1,310 | 1,307 | 1,305 | 1,305 | 1,305 |
| 51 | %GROWTH | -0.12 | -0.14 | -0.24 | -0.18 | 0.00 | 0.03 |
| 61 | | | | | | | |
| 71 | VEHICLE MILES PER FAMILY | | | | | | |
| 81 | THOU MILES | 13,525 | 13,545 | 13,554 | 13,559 | 13,568 | 13,586 |
| 81 | %GROWTH | 0.24 | 0.15 | 0.07 | 0.04 | 0.06 | 0.14 |
| 101 | VEHICLE MILES PER AUTO | | | | | | |
| 111 | THOU MILES | 10,363 | 10,390 | 10,416 | 10,439 | 10,448 | 10,453 |
| 111 | %GROWTH | 0.32 | 0.26 | 0.25 | 0.21 | 0.09 | 0.05 |
| 121 | | | | | | | |
| 131 | RATIO-NEW REGIS. TO REGIN. STOCK | | | | | | |
| 141 | RATIO | 0,1071 | 0,1076 | 0,1074 | 0,1087 | 0,1069 | 0,1058 |
| 141 | %GROWTH | 0.19 | 0.46 | -0.18 | 1.13 | -1.64 | -0.95 |
| 151 | | | | | | | |
| 161 | RATIO-SCRAPPAGE TO REGIN. STOCK | | | | | | |
| 171 | RATIO | 0,0961 | 0,0973 | 0,0982 | 0,0994 | 0,0971 | 0,0973 |
| 171 | %GROWTH | 1.19 | 1.24 | 0.86 | 1.28 | -2.35 | 0.20 |
| 181 | | | | | | | |
| 191 | REAL DISP. INCOME PER FAMILY THOU \$ | | | | | | |
| 201 | %GROWTH | 10,787 | 10,952 | 11,113 | 11,286 | 11,473 | 11,685 |
| 201 | %GROWTH | 1.46 | 1.53 | 1.47 | 1.56 | 1.65 | 1.85 |
| 211 | | | | | | | |
| 221 | FAMILIES WITH INCOME OVER \$15,000 | | | | | | |
| 231 | %GROWTH | 28,34 | 29,95 | 31,57 | 33,24 | 35,00 | 36,91 |
| 231 | %GROWTH | 5.85 | 5.69 | 5.42 | 5.28 | 5.30 | 5.45 |
| 241 | | | | | | | |
| 251 | AVG AGE OF AUTO STOCK | | | | | | |
| 261 | %GROWTH | 5,483 | 5,472 | 5,459 | 5,444 | 5,439 | 5,445 |
| 261 | %GROWTH | -0.21 | -0.20 | -0.23 | -0.28 | -0.11 | 0.11 |

TABLE 1.04 MISCELLANEOUS

| LINE | I T F M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED STOCK PER FAMILY | 1,324 | 1,324 | 1,323 | 1,323 | 1,324 | 1,324 |
| 2 | %GROWTH | 0.02 | -0.03 | -0.02 | 0.00 | 0.03 | 0.02 |
| 3 | 4 YEAR-END STOCK PER FAMILY | 1,305 | 1,303 | 1,302 | 1,301 | 1,301 | 1,301 |
| 5 | %GROWTH | -0.05 | -0.11 | -0.11 | -0.08 | 0.03 | -0.00 |
| 6 | 7 YEAR-END STOCK PER FAMILY | 13,597 | 13,603 | 13,612 | 13,623 | 13,644 | 13,668 |
| 8 | %GROWTH | 0.08 | 0.04 | 0.06 | 0.09 | 0.15 | 0.18 |
| 9 | 10 YEAR-END STOCK PER FAMILY | 10,461 | 10,472 | 10,487 | 10,505 | 10,520 | 10,536 |
| 11 | %GROWTH | 0.07 | 0.10 | 0.15 | 0.16 | 0.15 | 0.15 |
| 12 | 13 YEAR-END STOCK PER FAMILY | 0,1056 | 0,1060 | 0,1065 | 0,1074 | 0,1074 | 0,1074 |
| 14 | %GROWTH | -0.27 | 0.42 | 0.49 | 0.81 | -0.01 | 0.04 |
| 15 | 16 YEAR-END STOCK PER FAMILY | 0,0981 | 0,0995 | 0,1005 | 0,1013 | 0,1008 | 0,1013 |
| 17 | %GROWTH | 0.84 | 1.41 | 1.02 | 0.82 | -0.56 | 0.56 |
| 18 | 19 YEAR-END STOCK PER FAMILY | 11,902 | 12,128 | 12,361 | 12,604 | 12,861 | 13,123 |
| 20 | %GROWTH | 1.85 | 1.90 | 1.92 | 1.97 | 2.03 | 2.04 |
| 21 | 22 YEAR-END STOCK PER FAMILY | 38.95 | 41.14 | 43.44 | 45.83 | 48.29 | 50.81 |
| 23 | %GROWTH | 5.54 | 5.61 | 5.60 | 5.51 | 5.37 | 5.21 |
| 24 | 25 YEAR-END STOCK PER FAMILY | 5,452 | 5,454 | 5,451 | 5,442 | 5,429 | 5,418 |
| 26 | %GROWTH | 0.13 | 0.03 | -0.05 | -0.16 | -0.23 | -0.20 |

TABLE 1.04 MISCELLANEOUS

| LINE | I T E M | 1999 | 2000 |
|------|---|--------|--------|
| 21 | 1 IDESIRED STOCK PER FAMILY | 1,324 | 1,327 |
| 31 | %GROWTH | 0,01 | 0,24 |
| 41 | 4 YEAR-END STOCK PER FAMILY | | |
| 51 | AUTOS | 1,301 | 1,304 |
| 61 | %GROWTH | -0,01 | 0,24 |
| 71 | 7 VEHICLE MILES PER FAMILY | | |
| 81 | THOU MILES | 13,690 | 13,736 |
| 91 | %GROWTH | 0,17 | 0,33 |
| 101 | 10 VEHICLE MILES PER AUTO | | |
| 111 | THOU MILES | 10,553 | 10,561 |
| 121 | %GROWTH | 0,16 | 0,07 |
| 131 | 13 RATIO-NEW REGIS. TO BEGIN, STOCK | | |
| 141 | RATIO | 0,1076 | 0,1075 |
| 151 | %GROWTH | 0,15 | -0,05 |
| 161 | 16 RATIO-SCRAPPAGE TO BEGIN, STOCK | | |
| 171 | RATIO | 0,1010 | 0,1022 |
| 181 | %GROWTH | 0,46 | 0,39 |
| 191 | 19 REAL DISP. INCOME PFR FAMILY THOU 172 \$ | 13,392 | 13,711 |
| 201 | %GROWTH | 2,05 | 2,38 |
| 211 | 21 FAMILIES WITH INCOME OVER \$15,000 | | |
| 221 | %GROWTH | 53,36 | 56,02 |
| 231 | %GROWTH | 5,02 | 4,97 |
| 241 | 24 AVG AGE OF AUTO STOCK | | |
| 251 | YEARS | 5,406 | 5,393 |
| 261 | %GROWTH | -0,23 | -0,24 |

TABLE 1.05 MILES PER GALLON

| LINE | I T E M | 1.05 MILES PER GALLON | | | | | | | |
|------|---------------------------------------|-----------------------|-------|-------|-------|-------|-------|--|--|
| | | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 | | |
| 1 | OVERALL FLEET MILES PER GALLON - NEFA | 12.69 | 12.71 | 12.79 | 12.95 | 13.19 | 13.49 | | |
| 2 | %GROWTH | -0.70 | 0.12 | 0.62 | 1.29 | 1.86 | 2.28 | | |
| 3 | NEW AUTO MILES PER GALLON (NEFA) | | | | | | | | |
| 5 | TOTAL | 13.29 | 13.52 | 14.12 | 14.73 | 15.22 | 15.77 | | |
| 6 | %GROWTH | 6.46 | 1.72 | 4.43 | 4.36 | 3.31 | 3.59 | | |
| 7 | SURCOMPACT | 18.74 | 19.56 | 20.30 | 21.16 | 21.66 | 22.32 | | |
| 8 | %GROWTH | 1.89 | 4.38 | 3.78 | 4.27 | 2.36 | 3.05 | | |
| 9 | COMPACT | 13.94 | 14.48 | 15.07 | 15.65 | 16.43 | 17.29 | | |
| 10 | %GROWTH | 5.91 | 3.91 | 4.05 | 3.85 | 4.97 | 5.23 | | |
| 11 | MID-SIZE | 11.70 | 12.20 | 12.79 | 13.49 | 14.05 | 14.64 | | |
| 12 | %GROWTH | 3.87 | 4.34 | 4.80 | 5.52 | 4.12 | 4.22 | | |
| 13 | FULL SIZE | 10.80 | 11.51 | 12.25 | 12.92 | 13.31 | 13.74 | | |
| 14 | %GROWTH | 4.54 | 6.55 | 6.45 | 5.42 | 3.03 | 3.26 | | |
| 15 | LUXURY | 10.51 | 11.19 | 11.88 | 12.44 | 12.79 | 13.16 | | |
| 16 | %GROWTH | 3.95 | 6.45 | 6.16 | 4.77 | 2.79 | 2.91 | | |
| 21 | NEW AUTO M.P.G. BY FOR/DOM (NEFA) | | | | | | | | |
| 25 | TOTAL DOMESTIC | 12.38 | 12.78 | 13.40 | 14.01 | 14.54 | 15.11 | | |
| 26 | %GROWTH | 5.65 | 3.21 | 4.80 | 4.62 | 3.75 | 3.95 | | |
| 27 | TOTAL FOREIGN | 19.82 | 20.53 | 21.04 | 21.79 | 21.90 | 22.23 | | |
| 28 | %GROWTH | 3.41 | 3.55 | 2.51 | 3.53 | 0.52 | 1.49 | | |
| 31 | DOMESTIC SUBCOMPACT | 17.13 | 17.95 | 18.83 | 19.72 | 20.52 | 21.41 | | |
| 32 | %GROWTH | 0.15 | 4.78 | 4.95 | 4.72 | 4.04 | 4.33 | | |
| 33 | FOREIGN SUBCOMPACT | 20.44 | 21.33 | 21.87 | 22.70 | 22.84 | 23.24 | | |
| 34 | %GROWTH | 3.34 | 4.35 | 2.52 | 3.80 | 0.63 | 1.76 | | |
| 35 | DOMESTIC COMPACT | 13.67 | 14.23 | 14.82 | 15.39 | 16.20 | 17.08 | | |
| 36 | %GROWTH | 6.12 | 4.04 | 4.15 | 3.90 | 5.22 | 5.45 | | |
| 37 | FOREIGN COMPACT | 18.41 | 19.06 | 19.48 | 20.05 | 20.21 | 20.56 | | |
| 38 | %GROWTH | 3.07 | 3.50 | 2.23 | 2.91 | 0.78 | 1.74 | | |
| 41 | DOMESTIC LUXURY | 10.08 | 10.77 | 11.47 | 12.05 | 12.40 | 12.78 | | |
| 42 | %GROWTH | 3.88 | 6.81 | 6.53 | 5.02 | 2.88 | 3.10 | | |
| 43 | FOREIGN LUXURY | 15.19 | 15.64 | 16.01 | 16.39 | 16.70 | 16.87 | | |
| 44 | %GROWTH | 3.47 | 2.95 | 2.40 | 2.36 | 1.88 | 1.01 | | |

TABLE 1.05 MILES PER GALLON

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | OVERALL FLEET MILES PER GALLON - WEFA | 13.84 | 14.24 | 14.66 | 15.08 | 15.52 | 15.96 |
| 2 | %GROWTH | 2.60 | 2.90 | 2.94 | 2.86 | 2.92 | 2.85 |
| 3 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 5 | TOTAL | 16.16 | 16.60 | 17.07 | 17.56 | 17.98 | 18.28 |
| 6 | %GROWTH | 2.51 | 2.70 | 2.80 | 2.87 | 2.43 | 1.64 |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | SUBCOMPACT | 22.80 | 23.29 | 23.70 | 24.12 | 24.46 | 24.85 |
| 10 | %GROWTH | 2.13 | 2.17 | 1.73 | 1.80 | 1.39 | 1.61 |
| 11 | | | | | | | |
| 12 | COMPACT | 18.09 | 18.60 | 19.14 | 19.69 | 20.14 | 20.45 |
| 13 | %GROWTH | 4.65 | 2.83 | 2.89 | 2.90 | 2.27 | 1.54 |
| 14 | | | | | | | |
| 15 | MID-SIZE | 15.14 | 15.60 | 16.08 | 16.58 | 16.99 | 17.23 |
| 16 | %GROWTH | 3.40 | 3.02 | 3.09 | 3.11 | 2.51 | 1.36 |
| 17 | | | | | | | |
| 18 | FULL SIZE | 14.05 | 14.49 | 14.96 | 15.48 | 15.94 | 16.14 |
| 19 | %GROWTH | 2.24 | 3.17 | 3.24 | 3.46 | 2.93 | 1.31 |
| 20 | | | | | | | |
| 21 | LUXURY | 13.44 | 13.88 | 14.34 | 14.81 | 15.24 | 15.42 |
| 22 | %GROWTH | 2.13 | 3.27 | 3.29 | 3.25 | 2.91 | 1.20 |
| 23 | | | | | | | |
| 24 | NEW AUTO M.P.G. BY FOR/DOM (WEFA) | | | | | | |
| 25 | TOTAL DOMESTIC | 15.56 | 16.01 | 16.49 | 17.00 | 17.44 | 17.70 |
| 26 | %GROWTH | 2.93 | 2.89 | 3.03 | 3.06 | 2.58 | 1.53 |
| 27 | | | | | | | |
| 28 | TOTAL FOREIGN | 22.39 | 22.74 | 22.96 | 23.30 | 23.53 | 23.94 |
| 29 | %GROWTH | 0.72 | 1.59 | 0.97 | 1.49 | 0.98 | 1.75 |
| 30 | | | | | | | |
| 31 | DOMESTIC SUBCOMPACT | 22.15 | 22.72 | 23.32 | 23.75 | 24.21 | 24.55 |
| 32 | %GROWTH | 3.46 | 2.58 | 2.63 | 1.86 | 1.94 | 1.41 |
| 33 | | | | | | | |
| 34 | FOREIGN SUBCOMPACT | 23.43 | 23.85 | 24.06 | 24.47 | 24.69 | 25.13 |
| 35 | %GROWTH | 0.83 | 1.78 | 0.87 | 1.73 | 0.87 | 1.80 |
| 36 | | | | | | | |
| 37 | DOMESTIC COMPACT | 17.91 | 18.43 | 18.97 | 19.54 | 19.99 | 20.29 |
| 38 | %GROWTH | 4.84 | 2.90 | 2.96 | 2.97 | 2.30 | 1.52 |
| 39 | | | | | | | |
| 40 | FOREIGN COMPACT | 20.91 | 21.28 | 21.66 | 22.04 | 22.44 | 22.85 |
| 41 | %GROWTH | 1.70 | 1.77 | 1.79 | 1.75 | 1.82 | 1.84 |
| 42 | | | | | | | |
| 43 | DOMESTIC LUXURY | 13.06 | 13.52 | 13.99 | 14.48 | 14.93 | 15.12 |
| 44 | %GROWTH | 2.19 | 3.51 | 3.49 | 3.53 | 3.07 | 1.24 |
| 45 | | | | | | | |
| 46 | FOREIGN LUXURY | 17.13 | 17.30 | 17.55 | 17.68 | 17.93 | 18.07 |
| 47 | %GROWTH | 1.55 | 1.00 | 1.43 | 0.73 | 1.43 | 0.78 |
| 48 | | | | | | | |

TABLE 1.05 MILES PER GALLON

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | OVERALL FLEET MILES PER GALLON - WEFA | 16.39 | 16.81 | 17.21 | 17.58 | 17.93 | 18.25 |
| 2 | %GROWTH | 2.69 | 2.56 | 2.33 | 2.16 | 2.03 | 1.76 |
| 3 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 5 | TOTAL | 18.53 | 18.81 | 19.09 | 19.37 | 19.50 | 19.61 |
| 6 | %GROWTH | 1.41 | 1.52 | 1.45 | 1.49 | 0.65 | 0.60 |
| 7 | SUBCOMPACT | 25.13 | 25.56 | 25.89 | 26.36 | 26.52 | 26.69 |
| 8 | %GROWTH | 1.13 | 1.70 | 1.29 | 1.81 | 0.64 | 0.63 |
| 9 | COMPACT | 20.77 | 21.10 | 21.43 | 21.75 | 21.89 | 22.02 |
| 10 | %GROWTH | 1.55 | 1.61 | 1.57 | 1.50 | 0.62 | 0.61 |
| 11 | MID-SIZE | 17.46 | 17.71 | 17.95 | 18.20 | 18.31 | 18.42 |
| 12 | %GROWTH | 1.37 | 1.43 | 1.38 | 1.38 | 0.61 | 0.60 |
| 13 | FULL SIZE | 16.36 | 16.58 | 16.80 | 17.02 | 17.13 | 17.23 |
| 14 | %GROWTH | 1.31 | 1.38 | 1.32 | 1.33 | 0.60 | 0.60 |
| 15 | LUXURY | 15.61 | 15.81 | 16.01 | 16.20 | 16.30 | 16.40 |
| 16 | %GROWTH | 1.27 | 1.26 | 1.27 | 1.21 | 0.60 | 0.60 |
| 17 | NEW AUTO M.P.G. BY FOR/DOM (WEFA) | | | | | | |
| 18 | TOTAL DOMESTIC | 17.95 | 18.22 | 18.49 | 18.76 | 18.88 | 18.99 |
| 19 | %GROWTH | 1.42 | 1.49 | 1.48 | 1.47 | 0.63 | 0.60 |
| 20 | TOTAL FOREIGN | 24.19 | 24.57 | 24.78 | 25.12 | 25.29 | 25.44 |
| 21 | %GROWTH | 1.04 | 1.57 | 0.87 | 1.37 | 0.64 | 0.61 |
| 22 | DOMESTIC SUBCOMPACT | 24.90 | 25.34 | 25.85 | 26.38 | 26.54 | 26.71 |
| 23 | %GROWTH | 1.42 | 1.76 | 2.01 | 2.05 | 0.62 | 0.61 |
| 24 | FOREIGN SUBCOMPACT | 25.35 | 25.76 | 25.92 | 26.34 | 26.51 | 26.68 |
| 25 | %GROWTH | 0.86 | 1.64 | 0.62 | 1.60 | 0.66 | 0.65 |
| 26 | DOMESTIC COMPACT | 20.60 | 20.93 | 21.25 | 21.50 | 21.71 | 21.85 |
| 27 | %GROWTH | 1.53 | 1.59 | 1.55 | 1.56 | 0.62 | 0.61 |
| 28 | FOREIGN COMPACT | 23.28 | 23.73 | 24.18 | 24.32 | 24.48 | 24.64 |
| 29 | %GROWTH | 1.86 | 1.93 | 1.90 | 0.61 | 0.65 | 0.65 |
| 30 | DOMESTIC LUXURY | 15.30 | 15.50 | 15.70 | 15.90 | 15.99 | 16.09 |
| 31 | %GROWTH | 1.25 | 1.31 | 1.25 | 1.26 | 0.60 | 0.59 |
| 32 | FOREIGN LUXURY | 18.33 | 18.48 | 18.75 | 18.89 | 19.01 | 19.13 |
| 33 | %GROWTH | 1.43 | 0.83 | 1.44 | 0.76 | 0.65 | 0.64 |

TABLE 1.05 MILES PER GALLON

| LINE | TITLE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|---------------------------------------|-------|-------|-------|-------|-------|-------|
| 1 | OVERALL FLEET MILES PER GALLON - WEFA | 18.53 | 18.78 | 19.00 | 19.20 | 19.37 | 19.53 |
| 2 | %GROWTH | 1.53 | 1.34 | 1.16 | 1.07 | 0.89 | 0.84 |
| 3 | NEW AUTO MILES PER GALLON (WEFA) | | | | | | |
| 5 | TOTAL | 19.72 | 19.83 | 19.94 | 20.05 | 20.15 | 20.27 |
| 6 | %GROWTH | 0.56 | 0.55 | 0.55 | 0.54 | 0.51 | 0.59 |
| 7 | | | | | | | |
| 8 | SUBCOMPACT | 26.86 | 27.03 | 27.19 | 27.37 | 27.54 | 27.72 |
| 9 | %GROWTH | 0.63 | 0.62 | 0.62 | 0.66 | 0.60 | 0.65 |
| 10 | | | | | | | |
| 11 | COMPACT | 22.16 | 22.29 | 22.42 | 22.57 | 22.70 | 22.84 |
| 12 | %GROWTH | 0.61 | 0.60 | 0.60 | 0.64 | 0.58 | 0.63 |
| 13 | | | | | | | |
| 14 | MID-SIZE | 18.53 | 18.64 | 18.75 | 18.87 | 18.98 | 19.10 |
| 15 | %GROWTH | 0.60 | 0.59 | 0.58 | 0.63 | 0.57 | 0.62 |
| 16 | | | | | | | |
| 17 | FULL SIZE | 17.33 | 17.43 | 17.53 | 17.64 | 17.74 | 17.85 |
| 18 | %GROWTH | 0.59 | 0.59 | 0.58 | 0.63 | 0.57 | 0.62 |
| 19 | | | | | | | |
| 20 | LUXURY | 16.50 | 16.59 | 16.69 | 16.80 | 16.89 | 17.00 |
| 21 | %GROWTH | 0.59 | 0.59 | 0.58 | 0.63 | 0.57 | 0.62 |
| 22 | | | | | | | |
| 23 | NEW AUTO M.P.G. BY FOR/DOM (WEFA) | | | | | | |
| 25 | TOTAL DOMESTIC | 19.10 | 19.21 | 19.31 | 19.42 | 19.52 | 19.64 |
| 26 | %GROWTH | 0.56 | 0.55 | 0.55 | 0.57 | 0.52 | 0.60 |
| 27 | | | | | | | |
| 28 | TOTAL FOREIGN | 25.59 | 25.74 | 25.89 | 26.04 | 26.19 | 26.35 |
| 29 | %GROWTH | 0.60 | 0.58 | 0.58 | 0.60 | 0.55 | 0.61 |
| 30 | | | | | | | |
| 31 | DOMESTIC SUBCOMPACT | 26.87 | 27.03 | 27.19 | 27.37 | 27.53 | 27.70 |
| 32 | %GROWTH | 0.61 | 0.60 | 0.60 | 0.64 | 0.59 | 0.63 |
| 33 | | | | | | | |
| 34 | FOREIGN SUBCOMPACT | 26.85 | 27.02 | 27.19 | 27.38 | 27.55 | 27.73 |
| 35 | %GROWTH | 0.64 | 0.64 | 0.63 | 0.68 | 0.62 | 0.67 |
| 36 | | | | | | | |
| 37 | DOMESTIC COMPACT | 21.98 | 22.11 | 22.24 | 22.38 | 22.51 | 22.66 |
| 38 | %GROWTH | 0.60 | 0.60 | 0.59 | 0.64 | 0.58 | 0.63 |
| 39 | | | | | | | |
| 40 | FOREIGN COMPACT | 24.80 | 24.96 | 25.11 | 25.28 | 25.44 | 25.61 |
| 41 | %GROWTH | 0.64 | 0.63 | 0.63 | 0.68 | 0.62 | 0.66 |
| 42 | | | | | | | |
| 43 | DOMESTIC LUXURY | 16.18 | 16.27 | 16.37 | 16.47 | 16.57 | 16.67 |
| 44 | %GROWTH | 0.59 | 0.58 | 0.58 | 0.63 | 0.57 | 0.62 |
| 45 | | | | | | | |
| 46 | FOREIGN LUXURY | 19.25 | 19.38 | 19.50 | 19.63 | 19.75 | 19.88 |
| 47 | %GROWTH | 0.63 | 0.63 | 0.62 | 0.67 | 0.61 | 0.66 |
| 48 | | | | | | | |

TABLE 1.05 MILES PER GALLON

| LINE | I T E M | 1999 | 2000 |
|------|---------------------------------------|-------|-------|
| 1 | OVERALL FLFET MILES PER GALLON - WEFA | 19.67 | 19.81 |
| 2 | %GROWTH | 0.71 | 0.70 |
| 3 | | | |
| 4 | NEW AUTO MILES PER GALLON (WEFA): | | |
| 5 | | | |
| 6 | TOTAL | 20.37 | 20.48 |
| 7 | %GROWTH | 0.52 | 0.54 |
| 8 | | | |
| 9 | SURCOMPACT | 27.88 | 28.06 |
| 10 | %GROWTH | 0.59 | 0.64 |
| 11 | | | |
| 12 | COMPACT | 22.97 | 23.11 |
| 13 | %GROWTH | 0.57 | 0.62 |
| 14 | | | |
| 15 | MID-SIZE | 19.20 | 19.32 |
| 16 | %GROWTH | 0.56 | 0.61 |
| 17 | | | |
| 18 | FULL SIZE | 17.95 | 18.06 |
| 19 | %GROWTH | 0.56 | 0.61 |
| 20 | | | |
| 21 | LUXURY | 17.09 | 17.20 |
| 22 | %GROWTH | 0.56 | 0.61 |
| 23 | | | |
| 24 | NEW AUTO M.P.G. BY FOR/DOM (WEFA): | | |
| 25 | | | |
| 26 | TOTAL DOMESTIC | 19.74 | 19.86 |
| 27 | %GROWTH | 0.53 | 0.56 |
| 28 | | | |
| 29 | TOTAL FOREIGN | 26.49 | 26.65 |
| 30 | %GROWTH | 0.55 | 0.58 |
| 31 | | | |
| 32 | DOMESTIC SUBCOMPACT | 27.86 | 28.03 |
| 33 | %GROWTH | 0.58 | 0.62 |
| 34 | | | |
| 35 | FOREIGN SUBCOMPACT | 27.90 | 28.08 |
| 36 | %GROWTH | 0.61 | 0.65 |
| 37 | | | |
| 38 | DOMESTIC COMPACT | 22.79 | 22.93 |
| 39 | %GROWTH | 0.57 | 0.62 |
| 40 | | | |
| 41 | FOREIGN COMPACT | 25.76 | 25.93 |
| 42 | %GROWTH | 0.60 | 0.65 |
| 43 | | | |
| 44 | DOMESTIC LUXURY | 16.76 | 16.86 |
| 45 | %GROWTH | 0.56 | 0.61 |
| 46 | | | |
| 47 | FOREIGN LUXURY | 20.00 | 20.12 |
| 48 | %GROWTH | 0.60 | 0.65 |

TABLE 1,06 DOMESTIC AUTO PRICES

| LINE | I T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|--------------------|-------------------------|---------|--------|--------|--------|--------|--------|
| TOTAL AUTO PRICES: | | | | | | | |
| 21 | SURCOMPACT | DOLLARS | 3744, | 3922, | 4197, | 4513, | 5086, |
| 31 | | %GROWTH | 12,84 | 4,75 | 7,02 | 7,52 | 5,72 |
| 41 | | | | | | | |
| 51 | COMPACT | DOLLARS | 4280, | 4471, | 4773, | 5120, | 5784, |
| 61 | | %GROWTH | 13,92 | 4,45 | 6,77 | 7,27 | 5,85 |
| 71 | | | | | | | |
| 81 | MID-SIZE | DOLLARS | 5168, | 5398, | 5758, | 6168, | 6950, |
| 91 | | %GROWTH | 14,91 | 4,44 | 6,67 | 7,12 | 5,71 |
| 101 | | | | | | | |
| 111 | FULL SIZE | DOLLARS | 5864, | 6125, | 6520, | 6978, | 7839, |
| 121 | | %GROWTH | 14,74 | 4,45 | 6,46 | 7,03 | 5,56 |
| 131 | | | | | | | |
| 141 | LUXURY | DOLLARS | 9021, | 9416, | 10005, | 10702, | 11973, |
| 151 | | %GROWTH | 15,36 | 4,38 | 6,26 | 6,96 | 5,36 |
| 161 | | | | | | | |
| 171 | STATE AND LOCAL TAXES: | | | | | | |
| 181 | | | | | | | |
| 191 | SURCOMPACT | DOLLARS | 158,24 | 168,79 | 184,01 | 201,51 | 235,11 |
| 201 | | %GROWTH | 14,63 | 6,67 | 9,02 | 9,51 | 7,58 |
| 211 | | | | | | | |
| 221 | COMPACT | DOLLARS | 180,05 | 191,48 | 208,26 | 227,52 | 265,95 |
| 231 | | %GROWTH | 15,70 | 6,35 | 8,77 | 9,25 | 7,68 |
| 241 | | | | | | | |
| 251 | MID-SIZE | DOLLARS | 218,04 | 231,83 | 251,80 | 274,60 | 319,87 |
| 261 | | %GROWTH | 16,70 | 6,32 | 8,62 | 9,05 | 7,49 |
| 271 | | | | | | | |
| 281 | FULL SIZE | DOLLARS | 247,02 | 262,64 | 284,70 | 310,17 | 359,99 |
| 291 | | %GROWTH | 16,51 | 6,33 | 8,40 | 8,95 | 7,31 |
| 301 | | | | | | | |
| 311 | LUXURY | DOLLARS | 383,48 | 407,42 | 440,72 | 479,82 | 555,06 |
| 321 | | %GROWTH | 17,12 | 6,24 | 8,17 | 8,87 | 7,15 |
| 331 | | | | | | | |
| 341 | TRANSPORTATION CHARGES: | | | | | | |
| 351 | | | | | | | |
| 361 | SURCOMPACT | DOLLARS | 100,60 | 102,71 | 105,73 | 109,67 | 124,02 |
| 371 | | %GROWTH | 9,43 | 2,09 | 2,94 | 3,73 | 5,71 |
| 381 | | | | | | | |
| 391 | COMPACT | DOLLARS | 134,40 | 137,80 | 142,40 | 148,60 | 171,00 |
| 401 | | %GROWTH | 11,53 | 2,53 | 3,34 | 4,35 | 6,61 |
| 411 | | | | | | | |
| 421 | MID-SIZE | DOLLARS | 147,77 | 152,24 | 158,72 | 167,27 | 199,30 |
| 431 | | %GROWTH | 12,59 | 3,03 | 4,25 | 5,39 | 8,21 |
| 441 | | | | | | | |
| 451 | FULL SIZE | DOLLARS | 175,93 | 181,59 | 189,79 | 200,66 | 241,57 |
| 461 | | %GROWTH | 13,21 | 3,22 | 4,52 | 5,73 | 8,71 |
| 471 | | | | | | | |
| 481 | LUXURY | DOLLARS | 190,75 | 196,93 | 205,44 | 216,90 | 259,39 |
| 491 | | %GROWTH | 13,99 | 3,24 | 4,32 | 5,58 | 8,46 |
| 501 | | | | | | | |

TABLE 1.06 DOMESTIC AUTO PRICES

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------|--------|--------|--------|--------|--------|--------|
| 11 | TOTAL AUTO PRICES: | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | DOLLARS | 5303. | 5525. | 5772. | 6002. | 6236. | 6484. |
| 41 | %GROWTH | 4.28 | 4.18 | 4.48 | 3.97 | 3.91 | 3.98 |
| 51 | | | | | | | |
| 61 | COMPACT | | | | | | |
| 71 | DOLLARS | 6032. | 6281. | 6522. | 6828. | 7104. | 7396. |
| 81 | %GROWTH | 4.30 | 4.13 | 4.47 | 4.06 | 4.04 | 4.10 |
| 91 | MID-SIZE | | | | | | |
| 101 | DOLLARS | 7235. | 7521. | 7846. | 8150. | 8465. | 8796. |
| 111 | %GROWTH | 4.11 | 3.96 | 4.31 | 3.89 | 3.85 | 3.92 |
| 121 | FULL SIZE | | | | | | |
| 131 | DOLLARS | 8148. | 8463. | 8822. | 9158. | 9503. | 9869. |
| 141 | %GROWTH | 3.94 | 3.87 | 4.24 | 3.81 | 3.77 | 3.84 |
| 151 | LUXURY | | | | | | |
| 161 | DOLLARS | 12419. | 12886. | 13422. | 13922. | 14436. | 14982. |
| 171 | %GROWTH | 3.73 | 3.76 | 4.16 | 3.72 | 3.69 | 3.79 |
| 181 | | | | | | | |
| 191 | STATE AND LOCAL TAXES: | | | | | | |
| 201 | SUBCOMPACT | | | | | | |
| 211 | DOLLARS | 249.46 | 264.45 | 281.14 | 297.46 | 314.54 | 332.84 |
| 221 | %GROWTH | 6.10 | 6.01 | 6.31 | 5.80 | 5.74 | 5.82 |
| 231 | COMPACT | | | | | | |
| 241 | DOLLARS | 282.18 | 298.92 | 317.70 | 336.39 | 356.14 | 377.28 |
| 251 | %GROWTH | 6.10 | 5.93 | 6.28 | 5.88 | 5.87 | 5.94 |
| 261 | MID-SIZE | | | | | | |
| 271 | DOLLARS | 338.63 | 357.99 | 379.76 | 401.30 | 423.97 | 448.24 |
| 281 | %GROWTH | 5.86 | 5.72 | 6.08 | 5.67 | 5.65 | 5.72 |
| 291 | FULL SIZE | | | | | | |
| 301 | DOLLARS | 380.42 | 401.77 | 425.85 | 449.59 | 474.53 | 501.27 |
| 311 | %GROWTH | 5.67 | 5.61 | 5.99 | 5.58 | 5.55 | 5.63 |
| 321 | LUXURY | | | | | | |
| 331 | DOLLARS | 585.45 | 617.76 | 654.44 | 690.45 | 728.28 | 768.93 |
| 341 | %GROWTH | 5.48 | 5.52 | 5.94 | 5.50 | 5.48 | 5.58 |
| 351 | TRANSPORTATION CHARGES: | | | | | | |
| 361 | SUBCOMPACT | | | | | | |
| 371 | DOLLARS | 129.62 | 135.05 | 140.84 | 145.70 | 150.38 | 154.87 |
| 381 | %GROWTH | 4.52 | 4.19 | 4.28 | 3.46 | 3.21 | 2.98 |
| 391 | | | | | | | |
| 401 | COMPACT | | | | | | |
| 411 | DOLLARS | 180.10 | 188.90 | 198.20 | 206.20 | 213.70 | 221.18 |
| 421 | %GROWTH | 5.32 | 4.89 | 4.92 | 4.04 | 3.64 | 3.50 |
| 431 | MID-SIZE | | | | | | |
| 441 | DOLLARS | 212.18 | 224.86 | 238.57 | 250.25 | 261.62 | 272.64 |
| 451 | %GROWTH | 6.47 | 5.98 | 6.09 | 4.90 | 4.54 | 4.21 |
| 461 | FULL SIZE | | | | | | |
| 471 | DOLLARS | 258.14 | 274.49 | 292.22 | 307.38 | 322.17 | 336.54 |
| 481 | %GROWTH | 6.86 | 6.34 | 6.46 | 5.19 | 4.81 | 4.46 |
| 491 | LUXURY | | | | | | |
| 501 | DOLLARS | 277.13 | 294.59 | 313.15 | 329.49 | 344.91 | 360.43 |
| | %GROWTH | 6.84 | 6.30 | 6.30 | 5.22 | 4.68 | 4.50 |

TABLE 1,06 DOMESTIC AUTO PRICES

| LINE | I T F M | | | | | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|-----------------------------|------------|--|--|--|--|----------------|----------------|----------------|----------------|-----------------|-----------------|
| 11 TOTAL AUTO PRICES: | | | | | | | | | | | |
| 21 | SUBCOMPACT | | | | | 6735, 3,86 | 6991, 3,80 | 7279, 4,12 | 7562, 3,89 | 7840, 3,67 | 8128, 3,67 |
| 51 | COMPACT | | | | | 7689, 3,97 | 7988, 3,88 | 8321, 4,18 | 8648, 3,93 | 8967, 3,69 | 9297, 3,68 |
| 81 | MID-SIZE | | | | | 9129, 3,78 | 9467, 3,70 | 9847, 4,01 | 10216, 3,76 | 10578, 3,54 | 10952, 3,54 |
| 111 | FULL SIZE | | | | | 10234, 3,71 | 10605, 3,63 | 11025, 3,96 | 11432, 3,70 | 11833, 3,50 | 12247, 3,50 |
| 141 | LUXURY | | | | | 15529, 3,65 | 16083, 3,57 | 16715, 3,93 | 17326, 3,65 | 17928, 3,48 | 18552, 3,48 |
| 18 STATE AND LOCAL TAXES: | | | | | | | | | | | |
| 191 | SURCOMPACT | | | | | 351,80 5,70 | 371,62 5,63 | 393,77 5,96 | 416,31 5,72 | 439,16 5,49 | 463,25 5,48 |
| 221 | COMPACT | | | | | 399,15 5,80 | 421,94 5,71 | 447,31 6,01 | 473,03 5,75 | 499,02 5,49 | 526,38 5,48 |
| 251 | MID-SIZE | | | | | 473,25 5,58 | 499,23 5,49 | 528,26 5,82 | 557,56 5,55 | 587,19 5,31 | 618,36 5,31 |
| 281 | FULL SIZE | | | | | 528,78 5,49 | 557,34 5,40 | 589,37 5,75 | 621,62 5,47 | 654,33 5,26 | 688,73 5,26 |
| 311 | LUXURY | | | | | 810,71 5,43 | 854,10 5,35 | 902,99 5,72 | 952,09 5,44 | 1002,02 5,24 | 1054,60 5,25 |
| 351 TRANSPORTATION CHARGES: | | | | | | | | | | | |
| 361 | SURCOMPACT | | | | | 159,48 2,98 | 164,34 3,04 | 169,32 3,03 | 174,44 3,02 | 179,69 3,01 | 185,07 3,00 |
| 391 | COMPACT | | | | | 228,92 3,50 | 236,93 3,50 | 245,23 3,50 | 253,81 3,50 | 262,69 3,50 | 271,89 3,50 |
| 421 | MID-SIZE | | | | | 284,10 4,20 | 296,28 4,29 | 308,92 4,27 | 322,03 4,25 | 335,64 4,22 | 349,73 4,20 |
| 451 | FULL SIZE | | | | | 351,51 4,45 | 367,46 4,54 | 384,05 4,51 | 401,30 4,49 | 419,23 4,47 | 437,86 4,44 |
| 481 | LUXURY | | | | | 376,65 4,50 | 393,60 4,50 | 411,31 4,50 | 429,82 4,50 | 449,16 4,50 | 469,37 4,50 |
| 501 | | | | | | | | | | | |

TABLE 1.06 DOMESTIC AUTO PRICES

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------|------|------|------|------|------|------|
| 1 | TOTAL AUTO PRICES: | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | | | | | | | |
| 51 | | | | | | | |
| 61 | COMPACT | | | | | | |
| 71 | | | | | | | |
| 81 | | | | | | | |
| 91 | MID-SIZE | | | | | | |
| 101 | | | | | | | |
| 111 | | | | | | | |
| 121 | FULL SIZE | | | | | | |
| 131 | | | | | | | |
| 141 | | | | | | | |
| 151 | LUXURY | | | | | | |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | STATE AND LOCAL TAXES: | | | | | | |
| 191 | | | | | | | |
| 201 | SUBCOMPACT | | | | | | |
| 211 | | | | | | | |
| 221 | | | | | | | |
| 231 | COMPACT | | | | | | |
| 241 | | | | | | | |
| 251 | | | | | | | |
| 261 | MID-SIZE | | | | | | |
| 271 | | | | | | | |
| 281 | | | | | | | |
| 291 | FULL SIZE | | | | | | |
| 301 | | | | | | | |
| 311 | | | | | | | |
| 321 | | | | | | | |
| 331 | LUXURY | | | | | | |
| 341 | | | | | | | |
| 351 | TRANSPORTATION CHARGES: | | | | | | |
| 361 | | | | | | | |
| 371 | SUBCOMPACT | | | | | | |
| 381 | | | | | | | |
| 391 | | | | | | | |
| 401 | COMPACT | | | | | | |
| 411 | | | | | | | |
| 421 | | | | | | | |
| 431 | MID-SIZE | | | | | | |
| 441 | | | | | | | |
| 451 | | | | | | | |
| 461 | FULL SIZE | | | | | | |
| 471 | | | | | | | |
| 481 | | | | | | | |
| 491 | LUXURY | | | | | | |
| 501 | | | | | | | |

TABLE 1.06 DOMESTIC AUTO PRICES

| LINE | I T F M | | | | 1999 | 2000 |
|--------------------|-------------------------|---------|---------|---------|------|------|
| TOTAL AUTO PRICES: | | | | | | |
| 11 | | | | | | |
| 21 | | | | | | |
| 31 | SURCOMPACT | DOLLARS | 10418. | 10795. | | |
| 41 | | %GROWTH | 3.58 | 3.62 | | |
| 51 | | | | | | |
| 61 | COMPACT | DOLLARS | 11888. | 12301. | | |
| 71 | | %GROWTH | 3.48 | 3.47 | | |
| 81 | | | | | | |
| 91 | MID-SIZE | DOLLARS | 13880. | 14344. | | |
| 101 | | %GROWTH | 3.36 | 3.34 | | |
| 111 | | | | | | |
| 121 | FULL SIZE | DOLLARS | 15491. | 16005. | | |
| 131 | | %GROWTH | 3.34 | 3.32 | | |
| 141 | | | | | | |
| 151 | LUXURY | DOLLARS | 23444. | 24220. | | |
| 161 | | %GROWTH | 3.32 | 3.31 | | |
| 171 | | | | | | |
| 181 | STATE AND LOCAL TAXES: | | | | | |
| 191 | | | | | | |
| 201 | SURCOMPACT | DOLLARS | 669.91 | 706.16 | | |
| 211 | | %GROWTH | 5.37 | 5.41 | | |
| 221 | | | | | | |
| 231 | COMPACT | DOLLARS | 758.78 | 798.59 | | |
| 241 | | %GROWTH | 5.26 | 5.25 | | |
| 251 | | | | | | |
| 261 | MID-SIZE | DOLLARS | 881.79 | 926.65 | | |
| 271 | | %GROWTH | 5.11 | 5.09 | | |
| 281 | | | | | | |
| 291 | FULL SIZE | DOLLARS | 979.33 | 1028.77 | | |
| 301 | | %GROWTH | 5.07 | 5.05 | | |
| 311 | | | | | | |
| 321 | LUXURY | DOLLARS | 1499.19 | 1574.91 | | |
| 331 | | %GROWTH | 5.07 | 5.05 | | |
| 341 | | | | | | |
| 351 | TRANSPORTATION CHARGES: | | | | | |
| 361 | | | | | | |
| 371 | SURCOMPACT | DOLLARS | 227.75 | 234.59 | | |
| 381 | | %GROWTH | 3.03 | 3.01 | | |
| 391 | | | | | | |
| 401 | COMPACT | DOLLARS | 345.91 | 358.02 | | |
| 411 | | %GROWTH | 3.50 | 3.50 | | |
| 421 | | | | | | |
| 431 | MID-SIZE | DOLLARS | 466.51 | 486.02 | | |
| 441 | | %GROWTH | 4.22 | 4.18 | | |
| 451 | | | | | | |
| 461 | FULL SIZE | DOLLARS | 593.60 | 619.85 | | |
| 471 | | %GROWTH | 4.46 | 4.42 | | |
| 481 | | | | | | |
| 491 | LUXURY | DOLLARS | 638.74 | 667.49 | | |
| 501 | | %GROWTH | 4.50 | 4.50 | | |

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | BASE PRICE: FIXED-WTD AVG TOT | | | | | | |
| 21 | DOLLARS | 4251 | 4425 | 4702 | 5035 | 5340 | 5620 |
| 31 | %GROWTH | 14.99 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 41 | SURCOMPACT | | | | | | |
| 51 | DOLLARS | 3163 | 3291 | 3498 | 3745 | 3972 | 4180 |
| 61 | %GROWTH | 14.99 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 71 | COMPACT | | | | | | |
| 81 | DOLLARS | 3367 | 3504 | 3723 | 3987 | 4229 | 4450 |
| 91 | %GROWTH | 14.93 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 101 | MID-SIZE | | | | | | |
| 111 | DOLLARS | 3898 | 4057 | 4311 | 4616 | 4896 | 5152 |
| 121 | %GROWTH | 14.98 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 131 | FULL SIZE | | | | | | |
| 141 | DOLLARS | 4378 | 4557 | 4842 | 5185 | 5499 | 5787 |
| 151 | %GROWTH | 15.02 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 161 | LUXURY | | | | | | |
| 171 | DOLLARS | 7094 | 7384 | 7846 | 8402 | 8911 | 9378 |
| 181 | %GROWTH | 15.00 | 4.08 | 6.26 | 7.08 | 6.06 | 5.24 |
| 191 | MAX OPT PRICE: FIXED-WTD AVG | | | | | | |
| 201 | DOLLARS | 1305.73 | 1374.94 | 1443.07 | 1519.39 | 1593.02 | 1661.14 |
| 211 | %GROWTH | 10.46 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 221 | SURCOMPACT | | | | | | |
| 231 | DOLLARS | 1169.61 | 1231.61 | 1292.64 | 1361.00 | 1426.96 | 1487.97 |
| 241 | %GROWTH | 6.34 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 251 | COMPACT | | | | | | |
| 261 | DOLLARS | 1234.59 | 1300.03 | 1364.45 | 1436.61 | 1506.23 | 1570.64 |
| 271 | %GROWTH | 8.50 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 281 | MID-SIZE | | | | | | |
| 291 | DOLLARS | 1286.57 | 1354.77 | 1421.90 | 1497.10 | 1569.65 | 1636.77 |
| 301 | %GROWTH | 9.97 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 311 | FULL SIZE | | | | | | |
| 321 | DOLLARS | 1325.56 | 1395.82 | 1464.99 | 1542.47 | 1617.22 | 1686.37 |
| 331 | %GROWTH | 10.51 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 341 | LUXURY | | | | | | |
| 351 | DOLLARS | 1520.49 | 1601.09 | 1680.43 | 1769.30 | 1855.04 | 1934.36 |
| 361 | %GROWTH | 17.41 | 5.30 | 4.96 | 5.29 | 4.85 | 4.28 |
| 371 | VALUE OF OPTIONS INSTALLED: | | | | | | |
| 381 | SURCOMPACT | | | | | | |
| 391 | DOLLARS | 322.83 | 359.14 | 410.05 | 456.52 | 502.31 | 546.16 |
| 401 | %GROWTH | 14.41 | 11.25 | 14.17 | 11.33 | 10.03 | 8.73 |
| 411 | COMPACT | | | | | | |
| 421 | DOLLARS | 599.21 | 637.49 | 699.50 | 757.25 | 828.10 | 896.43 |
| 431 | %GROWTH | 8.57 | 6.39 | 9.73 | 8.26 | 9.36 | 8.25 |
| 441 | MID-SIZE | | | | | | |
| 451 | DOLLARS | 904.71 | 957.13 | 1036.48 | 1109.70 | 1196.50 | 1277.90 |
| 461 | %GROWTH | 14.58 | 5.79 | 8.29 | 7.06 | 7.82 | 6.80 |
| 471 | FULL SIZE | | | | | | |
| 481 | DOLLARS | 1062.69 | 1123.71 | 1203.77 | 1282.44 | 1369.04 | 1449.61 |
| 491 | %GROWTH | 13.45 | 5.74 | 7.12 | 6.54 | 6.75 | 5.89 |
| 501 | LUXURY | | | | | | |
| 511 | DOLLARS | 1352.19 | 1427.92 | 1513.09 | 1603.16 | 1695.22 | 1780.70 |
| | %GROWTH | 17.03 | 5.60 | 5.96 | 5.95 | 5.74 | 5.04 |

TABLE 1,07 DOMESTIC AUTO PRICES - CONTINUED

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | BASE PRICE: FIXED-WTD AVG TOT | DOLLARS | | | | | |
| 2 | %GROWTH | 5815, | 6027, | 6274, | 6503, | 6738, | 6990, |
| 3 | | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 4 | SUBCOMPACT | DOLLARS | 4326, | 4667, | 4837, | 5012, | 5200, |
| 5 | %GROWTH | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 6 | COMPACT | DOLLARS | 4605, | 4969, | 5149, | 5336, | 5535, |
| 7 | %GROWTH | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 8 | MID-SIZE | DOLLARS | 5332, | 5526, | 5962, | 6178, | 6409, |
| 9 | %GROWTH | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 10 | FULL SIZE | DOLLARS | 5989, | 6206, | 6697, | 6939, | 7199, |
| 11 | %GROWTH | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 12 | LUXURY | DOLLARS | 9704, | 10057, | 10851, | 11244, | 11665, |
| 13 | %GROWTH | 3,48 | 3,63 | 4,11 | 3,64 | 3,62 | 3,74 |
| 14 | MAX OPT PRICE: FIXED-WTD AVG | DOLLARS | 1713,67 | 1763,52 | 1817,98 | 1870,51 | 1923,28 |
| 15 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 16 | SUBCOMPACT | DOLLARS | 1535,03 | 1579,69 | 1628,47 | 1675,52 | 1722,79 |
| 17 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 18 | COMPACT | DOLLARS | 1620,31 | 1667,44 | 1718,94 | 1768,60 | 1818,50 |
| 19 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 20 | MID-SIZE | DOLLARS | 1688,53 | 1737,65 | 1791,31 | 1843,07 | 1895,07 |
| 21 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 22 | FULL SIZE | DOLLARS | 1739,70 | 1790,30 | 1845,60 | 1898,92 | 1952,49 |
| 23 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 24 | LUXURY | DOLLARS | 1995,54 | 2053,58 | 2117,01 | 2178,17 | 2239,62 |
| 25 | %GROWTH | 3,16 | 2,91 | 3,09 | 2,89 | 2,82 | 2,87 |
| 26 | VALUE OF OPTIONS INSTALLED: | | | | | | |
| 27 | SUBCOMPACT | DOLLARS | 598,21 | 642,45 | 683,06 | 721,36 | 796,39 |
| 28 | %GROWTH | 9,53 | 7,40 | 6,32 | 5,61 | 5,21 | 4,94 |
| 29 | COMPACT | DOLLARS | 964,92 | 1021,31 | 1077,61 | 1136,66 | 1261,60 |
| 30 | %GROWTH | 7,64 | 5,84 | 5,51 | 5,48 | 5,46 | 5,25 |
| 31 | MID-SIZE | DOLLARS | 1352,41 | 1412,97 | 1474,54 | 1536,99 | 1666,21 |
| 32 | %GROWTH | 5,83 | 4,48 | 4,36 | 4,23 | 4,18 | 4,06 |
| 33 | FULL SIZE | DOLLARS | 1520,29 | 1580,50 | 1642,68 | 1704,62 | 1831,83 |
| 34 | %GROWTH | 4,88 | 3,96 | 3,93 | 3,77 | 3,70 | 3,63 |
| 35 | LUXURY | DOLLARS | 1852,08 | 1916,43 | 1984,36 | 2051,05 | 2187,81 |
| 36 | %GROWTH | 4,01 | 3,47 | 3,54 | 3,36 | 3,28 | 3,28 |

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | BASE PRICE: FIXED-WTD AVG TOT | | | | | | |
| 21 | DOLLARS | 7241 | 7495 | 7789 | 8069 | 8345 | 8631 |
| 31 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 41 | SURCOMPACT | | | | | | |
| 51 | DOLLARS | 5387 | 5575 | 5794 | 6003 | 6208 | 6420 |
| 61 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 71 | COMPACT | | | | | | |
| 81 | DOLLARS | 5734 | 5935 | 6168 | 6390 | 6608 | 6835 |
| 91 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 101 | MID-SIZE | | | | | | |
| 111 | DOLLARS | 6639 | 6872 | 7141 | 7398 | 7651 | 7913 |
| 121 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 131 | FULL SIZE | | | | | | |
| 141 | DOLLARS | 7457 | 7719 | 8021 | 8310 | 8594 | 8888 |
| 151 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 161 | LUXURY | | | | | | |
| 171 | DOLLARS | 12084 | 12507 | 12997 | 13465 | 13925 | 14403 |
| 181 | %GROWTH | 3.59 | 3.51 | 3.92 | 3.60 | 3.42 | 3.43 |
| 191 | MAX OPT PRICE: FIXED-WTD AVG | | | | | | |
| 201 | DOLLARS | 2033.77 | 2089.34 | 2150.62 | 2211.35 | 2270.88 | 2331.26 |
| 211 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 221 | SURCOMPACT | | | | | | |
| 231 | DOLLARS | 1821.75 | 1871.53 | 1926.42 | 1980.82 | 2034.15 | 2088.24 |
| 241 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 251 | COMPACT | | | | | | |
| 261 | DOLLARS | 1922.96 | 1975.51 | 2033.45 | 2090.87 | 2147.16 | 2204.25 |
| 271 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 281 | MID-SIZE | | | | | | |
| 291 | DOLLARS | 2003.93 | 2058.69 | 2119.07 | 2178.91 | 2237.57 | 2297.06 |
| 301 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 311 | FULL SIZE | | | | | | |
| 321 | DOLLARS | 2064.66 | 2121.07 | 2183.28 | 2244.93 | 2305.37 | 2366.67 |
| 331 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 341 | LUXURY | | | | | | |
| 351 | DOLLARS | 2368.28 | 2432.99 | 2504.35 | 2575.07 | 2644.40 | 2714.71 |
| 361 | %GROWTH | 2.80 | 2.73 | 2.93 | 2.82 | 2.69 | 2.66 |
| 371 | VALUE OF OPTIONS INSTALLED: | | | | | | |
| 381 | SURCOMPACT | | | | | | |
| 391 | DOLLARS | 836.61 | 879.31 | 921.78 | 969.02 | 1013.79 | 1059.46 |
| 401 | %GROWTH | 5.05 | 5.10 | 4.83 | 5.12 | 4.62 | 4.50 |
| 411 | COMPACT | | | | | | |
| 421 | DOLLARS | 1326.78 | 1393.60 | 1461.06 | 1531.63 | 1597.51 | 1664.48 |
| 431 | %GROWTH | 5.17 | 5.04 | 4.84 | 4.83 | 4.30 | 4.19 |
| 441 | MID-SIZE | | | | | | |
| 451 | DOLLARS | 1732.45 | 1799.27 | 1868.32 | 1938.65 | 2004.44 | 2070.91 |
| 461 | %GROWTH | 3.98 | 3.86 | 3.84 | 3.76 | 3.39 | 3.32 |
| 471 | FULL SIZE | | | | | | |
| 481 | DOLLARS | 1896.70 | 1961.86 | 2030.50 | 2099.63 | 2165.52 | 2232.11 |
| 491 | %GROWTH | 3.54 | 3.44 | 3.50 | 3.40 | 3.14 | 3.07 |
| 501 | LUXURY | | | | | | |
| 511 | DOLLARS | 2257.62 | 2327.71 | 2403.05 | 2478.37 | 2551.35 | 2625.20 |
| | %GROWTH | 3.19 | 3.10 | 3.24 | 3.13 | 2.94 | 2.89 |

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | BASE PRICE: FIXED-WTD AVG TOT | | | | | | |
| 21 | DOLLARS | 8932 | 9241 | 9559 | 9864 | 10185 | 10520 |
| 21 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 31 | | | | | | | |
| 41 | SURCOMPACT | | | | | | |
| 51 | DOLLARS | 6644 | 6874 | 7111 | 7338 | 7576 | 7825 |
| 51 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 61 | | | | | | | |
| 71 | COMPACT | | | | | | |
| 81 | DOLLARS | 7073 | 7318 | 7570 | 7811 | 8065 | 8330 |
| 81 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 91 | | | | | | | |
| 101 | MID-SIZE | | | | | | |
| 111 | DOLLARS | 8189 | 8473 | 8765 | 9044 | 9338 | 9645 |
| 121 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 131 | | | | | | | |
| 141 | FULL SIZE | | | | | | |
| 151 | DOLLARS | 9199 | 9517 | 9845 | 10158 | 10489 | 10833 |
| 151 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 161 | | | | | | | |
| 171 | LUXURY | | | | | | |
| 181 | DOLLARS | 14905 | 15421 | 15952 | 16460 | 16996 | 17554 |
| 181 | %GROWTH | 3.49 | 3.46 | 3.44 | 3.19 | 3.25 | 3.29 |
| 191 | MAX OPT PRICE: FIXED-WTD AVG | | | | | | |
| 201 | DOLLARS | 2393.80 | 2457.80 | 2523.23 | 2586.83 | 2651.87 | 2718.95 |
| 201 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 211 | | | | | | | |
| 221 | SURCOMPACT | | | | | | |
| 231 | DOLLARS | 2144.26 | 2201.58 | 2260.19 | 2317.17 | 2375.42 | 2435.51 |
| 231 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 241 | | | | | | | |
| 251 | COMPACT | | | | | | |
| 261 | DOLLARS | 2263.38 | 2323.89 | 2385.76 | 2445.90 | 2507.39 | 2570.82 |
| 261 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 271 | | | | | | | |
| 281 | MID-SIZE | | | | | | |
| 291 | DOLLARS | 2358.68 | 2421.74 | 2486.21 | 2548.88 | 2612.97 | 2679.06 |
| 291 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 301 | | | | | | | |
| 311 | FULL SIZE | | | | | | |
| 321 | DOLLARS | 2430.16 | 2495.13 | 2561.55 | 2626.12 | 2692.15 | 2760.24 |
| 321 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 331 | | | | | | | |
| 341 | LUXURY | | | | | | |
| 351 | DOLLARS | 2787.54 | 2862.06 | 2938.25 | 3012.32 | 3088.05 | 3166.16 |
| 351 | %GROWTH | 2.68 | 2.67 | 2.66 | 2.52 | 2.51 | 2.53 |
| 361 | | | | | | | |
| 371 | VALUE OF OPTIONS INSTALLED: | | | | | | |
| 381 | SURCOMPACT | | | | | | |
| 391 | DOLLARS | 1105.41 | 1152.44 | 1202.51 | 1257.10 | 1314.89 | 1375.84 |
| 391 | %GROWTH | 4.34 | 4.25 | 4.34 | 4.54 | 4.60 | 4.64 |
| 401 | | | | | | | |
| 411 | COMPACT | | | | | | |
| 421 | DOLLARS | 1733.03 | 1803.05 | 1875.52 | 1949.65 | 2025.32 | 2102.90 |
| 421 | %GROWTH | 4.12 | 4.04 | 4.02 | 3.95 | 3.88 | 3.83 |
| 431 | | | | | | | |
| 441 | MID-SIZE | | | | | | |
| 451 | DOLLARS | 2139.14 | 2208.63 | 2279.96 | 2351.07 | 2423.37 | 2497.45 |
| 451 | %GROWTH | 3.29 | 3.25 | 3.23 | 3.12 | 3.08 | 3.06 |
| 461 | | | | | | | |
| 471 | FULL SIZE | | | | | | |
| 481 | DOLLARS | 2300.53 | 2370.26 | 2441.62 | 2511.99 | 2583.62 | 2657.10 |
| 481 | %GROWTH | 3.07 | 3.03 | 3.01 | 2.88 | 2.85 | 2.84 |
| 491 | | | | | | | |
| 501 | LUXURY | | | | | | |
| 511 | DOLLARS | 2701.30 | 2778.97 | 2858.40 | 2936.20 | 3015.57 | 3097.16 |
| 511 | %GROWTH | 2.90 | 2.88 | 2.86 | 2.72 | 2.70 | 2.71 |

TABLE 1.07 DOMESTIC AUTO PRICES - CONTINUED

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------------|---------|---------|
| 1 | BASE PRICE: FIXED-WTD AVG TOT | DOLLARS | 11213.1 |
| 2 | | %GROWTH | 3.24 |
| 3 | | | |
| 4 | SURCOMPACT | DOLLARS | 8341.1 |
| 5 | | %GROWTH | 3.24 |
| 6 | | | |
| 7 | COMPACT | DOLLARS | 8880.1 |
| 8 | | %GROWTH | 3.24 |
| 9 | | | |
| 10 | MID-SIZE | DOLLARS | 10281.1 |
| 11 | | %GROWTH | 3.24 |
| 12 | | | |
| 13 | FULL SIZE | DOLLARS | 11148.1 |
| 14 | | %GROWTH | 3.24 |
| 15 | | | |
| 16 | LUXURY | DOLLARS | 18712.1 |
| 17 | | %GROWTH | 3.24 |
| 18 | | | |
| 19 | MAX OPT PRICE: FIXED-WTD AVG | DOLLARS | 2857.21 |
| 20 | | %GROWTH | 2.50 |
| 21 | | | |
| 22 | SURCOMPACT | DOLLARS | 2559.35 |
| 23 | | %GROWTH | 2.50 |
| 24 | | | |
| 25 | COMPACT | DOLLARS | 2701.54 |
| 26 | | %GROWTH | 2.50 |
| 27 | | | |
| 28 | MID-SIZE | DOLLARS | 2815.29 |
| 29 | | %GROWTH | 2.50 |
| 30 | | | |
| 31 | FULL SIZE | DOLLARS | 2900.60 |
| 32 | | %GROWTH | 2.50 |
| 33 | | | |
| 34 | LUXURY | DOLLARS | 3327.16 |
| 35 | | %GROWTH | 2.50 |
| 36 | | | |
| 37 | VALUE OF OPTIONS INSTALLED: | | |
| 38 | SURCOMPACT | DOLLARS | 1512.81 |
| 39 | | %GROWTH | 5.02 |
| 40 | | | |
| 41 | COMPACT | DOLLARS | 2264.56 |
| 42 | | %GROWTH | 3.77 |
| 43 | | | |
| 44 | MID-SIZE | DOLLARS | 2650.07 |
| 45 | | %GROWTH | 3.00 |
| 46 | | | |
| 47 | FULL SIZE | DOLLARS | 2808.31 |
| 48 | | %GROWTH | 2.80 |
| 49 | | | |
| 50 | LUXURY | DOLLARS | 3265.22 |
| 51 | | %GROWTH | 2.67 |

TABLE 1.08 FOREIGN AUTO PRICES

| LINE | I T E M | | 1975 | | | | | 1976 | | | | | 1977 | | | | | 1978 | | | | | 1979 | | | | | 1980 | | | | |
|------|------------------------|---------|--------|--|--|--|--------|------|--|--|--|--------|------|--|--|--|--------|------|--|--|--|--------|------|--|--|--|--|------|--------|--|--|--|
| | | | 1975 | | | | | 1976 | | | | | 1977 | | | | | 1978 | | | | | 1979 | | | | | 1980 | | | | |
| 11 | TOTAL AUTO PRICES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31 | SUBCOMPACT | DOLLARS | 3904 | | | | | 4160 | | | | | 4323 | | | | | 4574 | | | | | 4840 | | | | | | 5084 | | | |
| 41 | | %GROWTH | 3,30 | | | | 6,57 | | | | | 3,91 | | | | | 5,81 | | | | | 5,82 | | | | | | | 5,04 | | | |
| 51 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 61 | COMPACT | DOLLARS | 6432 | | | | 6921 | | | | | 7210 | | | | | 7694 | | | | | 8227 | | | | | | | 8720 | | | |
| 71 | | %GROWTH | 9,87 | | | | 7,60 | | | | | 4,19 | | | | | 6,70 | | | | | 6,93 | | | | | | | 6,00 | | | |
| 81 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 91 | LUXURY | DOLLARS | 12690 | | | | 13833 | | | | | 14457 | | | | | 15573 | | | | | 16789 | | | | | | | 17919 | | | |
| 101 | | %GROWTH | 13,37 | | | | 9,00 | | | | | 4,52 | | | | | 7,72 | | | | | 7,81 | | | | | | | 6,73 | | | |
| 111 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 121 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 131 | STATE AND LOCAL TAXES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 141 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 151 | SUBCOMPACT | DOLLARS | 165,40 | | | | 179,56 | | | | | 189,89 | | | | | 204,55 | | | | | 220,18 | | | | | | | 235,30 | | | |
| 161 | | %GROWTH | 4,71 | | | | 8,56 | | | | | 5,76 | | | | | 7,72 | | | | | 7,64 | | | | | | | 6,86 | | | |
| 171 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 181 | COMPACT | DOLLARS | 273,63 | | | | 299,90 | | | | | 318,01 | | | | | 345,45 | | | | | 375,82 | | | | | | | 405,31 | | | |
| 191 | | %GROWTH | 11,49 | | | | 9,60 | | | | | 6,04 | | | | | 8,63 | | | | | 8,79 | | | | | | | 7,85 | | | |
| 201 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 211 | LUXURY | DOLLARS | 543,42 | | | | 603,24 | | | | | 641,61 | | | | | 703,46 | | | | | 771,49 | | | | | | | 837,72 | | | |
| 221 | | %GROWTH | 15,05 | | | | 11,01 | | | | | 6,36 | | | | | 9,64 | | | | | 9,67 | | | | | | | 8,58 | | | |
| 231 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 241 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 251 | TRANSPORTATION CHARGES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 261 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 271 | SURCOMPACT | DOLLARS | 95,18 | | | | 97,30 | | | | | 100,34 | | | | | 104,31 | | | | | 112,01 | | | | | | | 118,75 | | | |
| 281 | | %GROWTH | 9,26 | | | | 2,23 | | | | | 3,12 | | | | | 3,96 | | | | | 7,38 | | | | | | | 6,02 | | | |
| 291 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 301 | COMPACT | DOLLARS | 131,10 | | | | 134,40 | | | | | 138,90 | | | | | 144,90 | | | | | 156,50 | | | | | | | 166,80 | | | |
| 311 | | %GROWTH | 11,10 | | | | 2,52 | | | | | 3,35 | | | | | 4,32 | | | | | 8,01 | | | | | | | 6,58 | | | |
| 321 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 331 | LUXURY | DOLLARS | 177,00 | | | | 182,70 | | | | | 190,60 | | | | | 201,30 | | | | | 221,90 | | | | | | | 240,70 | | | |
| 341 | | %GROWTH | 14,46 | | | | 3,22 | | | | | 4,32 | | | | | 5,61 | | | | | 10,23 | | | | | | | 8,47 | | | |
| 351 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 361 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 371 | BASE PRICES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 381 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 391 | SURCOMPACT | DOLLARS | 3320 | | | | 3524 | | | | | 3623 | | | | | 3809 | | | | | 4006 | | | | | | | 4184 | | | |
| 401 | | %GROWTH | 3,88 | | | | 6,14 | | | | | 2,79 | | | | | 5,14 | | | | | 5,17 | | | | | | | 4,45 | | | |
| 411 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 421 | COMPACT | DOLLARS | 5428 | | | | 5849 | | | | | 6054 | | | | | 6446 | | | | | 6867 | | | | | | | 7252 | | | |
| 431 | | %GROWTH | 9,91 | | | | 7,76 | | | | | 3,51 | | | | | 6,48 | | | | | 6,52 | | | | | | | 5,61 | | | |
| 441 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 451 | LUXURY | DOLLARS | 10617 | | | | 11619 | | | | | 12112 | | | | | 13065 | | | | | 14100 | | | | | | | 15060 | | | |
| 461 | | %GROWTH | 12,81 | | | | 9,43 | | | | | 4,25 | | | | | 7,87 | | | | | 7,92 | | | | | | | 6,81 | | | |

TABLE 1.08 FOREIGN AUTO PRICES

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|--------------------|-------------------------|--------|--------|---------|---------|---------|---------|
| TOTAL AUTO PRICES: | | | | | | | |
| 21 | SUBCOMPACT | | | | | | |
| 31 | DOLLARS | 5287. | 5484. | 5683. | 5883. | 6088. | 6297. |
| 41 | %GROWTH | 3.98 | 3.73 | 3.63 | 3.52 | 3.49 | 3.45 |
| 51 | COMPACT | | | | | | |
| 61 | DOLLARS | 9109. | 9493. | 9893. | 10305. | 10737. | 11183. |
| 71 | %GROWTH | 4.45 | 4.22 | 4.20 | 4.17 | 4.19 | 4.16 |
| 81 | LUXURY | | | | | | |
| 91 | DOLLARS | 18781. | 19665. | 20596. | 21559. | 22572. | 23630. |
| 101 | %GROWTH | 4.81 | 4.70 | 4.73 | 4.68 | 4.70 | 4.69 |
| 111 | | | | | | | |
| 121 | STATE AND LOCAL TAXES: | | | | | | |
| 131 | | | | | | | |
| 141 | SUBCOMPACT | | | | | | |
| 151 | DOLLARS | 248.91 | 262.68 | 276.93 | 291.68 | 307.14 | 323.29 |
| 161 | %GROWTH | 5.79 | 5.53 | 5.42 | 5.33 | 5.30 | 5.26 |
| 171 | COMPACT | | | | | | |
| 181 | DOLLARS | 430.72 | 456.74 | 484.21 | 513.24 | 544.14 | 576.74 |
| 191 | %GROWTH | 6.27 | 6.04 | 6.02 | 6.00 | 6.02 | 5.99 |
| 201 | LUXURY | | | | | | |
| 211 | DOLLARS | 893.20 | 951.43 | 1013.69 | 1079.60 | 1150.08 | 1225.05 |
| 221 | %GROWTH | 6.62 | 6.52 | 6.54 | 6.50 | 6.53 | 6.52 |
| 231 | | | | | | | |
| 241 | TRANSPORTATION CHARGES: | | | | | | |
| 251 | | | | | | | |
| 261 | SUBCOMPACT | | | | | | |
| 271 | DOLLARS | 124.39 | 129.86 | 135.68 | 140.58 | 145.29 | 149.81 |
| 281 | %GROWTH | 4.75 | 4.40 | 4.48 | 3.61 | 3.35 | 3.11 |
| 291 | COMPACT | | | | | | |
| 301 | DOLLARS | 175.70 | 184.30 | 193.30 | 201.20 | 208.50 | 215.80 |
| 311 | %GROWTH | 5.34 | 4.89 | 4.88 | 4.09 | 3.63 | 3.50 |
| 321 | LUXURY | | | | | | |
| 331 | DOLLARS | 257.10 | 273.30 | 290.60 | 305.70 | 320.00 | 334.40 |
| 341 | %GROWTH | 6.81 | 6.30 | 6.33 | 5.20 | 4.68 | 4.50 |
| 351 | | | | | | | |
| 361 | LEASE PRICES: | | | | | | |
| 371 | | | | | | | |
| 381 | SUBCOMPACT | | | | | | |
| 391 | DOLLARS | 4315. | 4449. | 4587. | 4729. | 4876. | 5028. |
| 401 | %GROWTH | 3.13 | 3.10 | 3.11 | 3.09 | 3.12 | 3.11 |
| 411 | COMPACT | | | | | | |
| 421 | DOLLARS | 7537. | 7831. | 8137. | 8454. | 8785. | 9129. |
| 431 | %GROWTH | 3.94 | 3.90 | 3.91 | 3.89 | 3.92 | 3.91 |
| 441 | LUXURY | | | | | | |
| 451 | DOLLARS | 15779. | 16524. | 17307. | 18123. | 18983. | 19882. |
| 461 | %GROWTH | 4.77 | 4.72 | 4.74 | 4.71 | 4.75 | 4.74 |

TABLE 1.08 FOREIGN AUTO PRICES

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------|---------|---------|---------|---------|---------|---------|
| 11 | TOTAL AUTO PRICES: | | | | | | |
| 21 | | | | | | | |
| 31 | SURCOMPACT | | | | | | |
| 41 | | 6515. | 6741. | 6974. | 7218. | 7444. | 7677. |
| 51 | | 3.46 | 3.47 | 3.45 | 3.49 | 3.13 | 3.13 |
| 61 | COMPACT | | | | | | |
| 71 | | 11646. | 12127. | 12627. | 13147. | 13629. | 14130. |
| 81 | | 4.14 | 4.13 | 4.13 | 4.12 | 3.67 | 3.67 |
| 91 | LUXURY | | | | | | |
| 101 | | 24732. | 25087. | 27105. | 28375. | 29563. | 30804. |
| 111 | | 4.67 | 4.67 | 4.71 | 4.69 | 4.19 | 4.20 |
| 121 | | | | | | | |
| 131 | STATE AND LOCAL TAXES: | | | | | | |
| 141 | | | | | | | |
| 151 | SURCOMPACT | | | | | | |
| 161 | | 340.33 | 358.32 | 377.18 | 397.19 | 416.73 | 437.22 |
| 171 | | 5.27 | 5.29 | 5.26 | 5.30 | 4.92 | 4.92 |
| 181 | COMPACT | | | | | | |
| 191 | | 611.15 | 647.57 | 686.11 | 726.88 | 766.67 | 808.60 |
| 201 | | 5.97 | 5.96 | 5.95 | 5.94 | 5.47 | 5.47 |
| 211 | LUXURY | | | | | | |
| 221 | | 1304.62 | 1389.36 | 1480.10 | 1576.49 | 1670.91 | 1771.16 |
| 231 | | 6.49 | 6.50 | 6.53 | 6.51 | 5.99 | 6.00 |
| 241 | | | | | | | |
| 251 | TRANSPORTATION CHARGES: | | | | | | |
| 261 | | | | | | | |
| 271 | SURCOMPACT | | | | | | |
| 281 | | 154.45 | 159.34 | 164.35 | 169.51 | 174.79 | 180.21 |
| 291 | | 3.10 | 3.16 | 3.15 | 3.13 | 3.12 | 3.10 |
| 301 | COMPACT | | | | | | |
| 311 | | 223.35 | 231.17 | 239.26 | 247.63 | 256.30 | 265.27 |
| 321 | | 3.50 | 3.50 | 3.50 | 3.50 | 3.50 | 3.50 |
| 331 | LUXURY | | | | | | |
| 341 | | 349.45 | 365.17 | 381.60 | 398.78 | 416.72 | 435.47 |
| 351 | | 4.50 | 4.50 | 4.50 | 4.50 | 4.50 | 4.50 |
| 361 | | | | | | | |
| 371 | BASE PRICES: | | | | | | |
| 381 | | | | | | | |
| 391 | SURCOMPACT | | | | | | |
| 401 | | 5184. | 5344. | 5511. | 5682. | 5839. | 6000. |
| 411 | | 3.10 | 3.10 | 3.12 | 3.11 | 2.75 | 2.76 |
| 421 | COMPACT | | | | | | |
| 431 | | 9484. | 9854. | 10241. | 10641. | 11009. | 11391. |
| 441 | | 3.90 | 3.90 | 3.92 | 3.91 | 3.46 | 3.47 |
| 451 | LUXURY | | | | | | |
| 461 | | 20821. | 21805. | 22840. | 23921. | 24924. | 25972. |
| | | 4.72 | 4.72 | 4.75 | 4.73 | 4.19 | 4.21 |

TABLE 1.08 FOREIGN AUTO PRICES

| LINE | TYPE | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|--------------------|-------------------------|------|------|------|------|------|------|
| TOTAL AUTO PRICES: | | | | | | | |
| 21 | | | | | | | |
| 31 | SUBCOMPACT | | | | | | |
| 41 | | | | | | | |
| 51 | | | | | | | |
| 61 | | | | | | | |
| 71 | COMPACT | | | | | | |
| 81 | | | | | | | |
| 91 | LUXURY | | | | | | |
| 101 | | | | | | | |
| 111 | | | | | | | |
| 121 | | | | | | | |
| 131 | STATE AND LOCAL TAXES: | | | | | | |
| 141 | | | | | | | |
| 151 | SUBCOMPACT | | | | | | |
| 161 | | | | | | | |
| 171 | | | | | | | |
| 181 | COMPACT | | | | | | |
| 191 | | | | | | | |
| 201 | | | | | | | |
| 211 | LUXURY | | | | | | |
| 221 | | | | | | | |
| 231 | | | | | | | |
| 241 | | | | | | | |
| 251 | TRANSPORTATION CHARGES: | | | | | | |
| 261 | | | | | | | |
| 271 | SUBCOMPACT | | | | | | |
| 281 | | | | | | | |
| 291 | | | | | | | |
| 301 | COMPACT | | | | | | |
| 311 | | | | | | | |
| 321 | | | | | | | |
| 331 | LUXURY | | | | | | |
| 341 | | | | | | | |
| 351 | | | | | | | |
| 361 | | | | | | | |
| 371 | BASE PRICES: | | | | | | |
| 381 | | | | | | | |
| 391 | SUBCOMPACT | | | | | | |
| 401 | | | | | | | |
| 411 | | | | | | | |
| 421 | COMPACT | | | | | | |
| 431 | | | | | | | |
| 441 | | | | | | | |
| 451 | LUXURY | | | | | | |
| 461 | | | | | | | |

TABLE 1.08 FOREIGN AUTO PRICES

| LINE | I T E M | 1999 | 2000 |
|------|-------------------------|---------|---------|
| 11 | TOTAL AUTO PRICES: | | |
| 21 | SUBCOMPACT | | |
| 31 | | DOLLARS | 9848. |
| 41 | | %GROWTH | 3.26 |
| 51 | COMPACT | | |
| 61 | | DOLLARS | 18818. |
| 71 | | %GROWTH | 3.64 |
| 81 | LUXURY | | |
| 91 | | DOLLARS | 42819. |
| 101 | | %GROWTH | 4.21 |
| 111 | | | |
| 121 | | | |
| 131 | STATE AND LOCAL TAXES: | | |
| 141 | | | |
| 151 | SUBCOMPACT | | |
| 161 | | DOLLARS | 643.12 |
| 171 | | %GROWTH | 5.04 |
| 181 | COMPACT | | |
| 191 | | DOLLARS | 1234.99 |
| 201 | | %GROWTH | 5.42 |
| 211 | LUXURY | | |
| 221 | | DOLLARS | 2821.81 |
| 231 | | %GROWTH | 5.99 |
| 241 | | | |
| 251 | TRANSPORTATION CHARGES: | | |
| 261 | | | |
| 271 | SUBCOMPACT | | |
| 281 | | DOLLARS | 223.17 |
| 291 | | %GROWTH | 3.09 |
| 301 | COMPACT | | |
| 311 | | DOLLARS | 337.50 |
| 321 | | %GROWTH | 3.50 |
| 331 | LUXURY | | |
| 341 | | DOLLARS | 592.61 |
| 351 | | %GROWTH | 4.50 |
| 361 | | | |
| 371 | TRADE PRICES: | | |
| 381 | | | |
| 391 | SUBCOMPACT | | |
| 401 | | DOLLARS | 7261. |
| 411 | | %GROWTH | 2.76 |
| 421 | COMPACT | | |
| 431 | | DOLLARS | 14467. |
| 441 | | %GROWTH | 3.47 |
| 451 | LUXURY | | |
| 461 | | DOLLARS | 34655. |
| | | %GROWTH | 4.20 |

AUTO MODEL FORECAST 1975 - 2000

TABLE 1.09 USED CAR MARKET

| LINE | I T F M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | 2009.33 | 2150.66 | 2211.07 | 2385.62 | 2597.79 | 2778.77 |
| 2 | %GROWTH | 5.23 | 7.03 | 2.81 | 7.89 | 8.89 | 6.97 |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 6 | | | | | | | |
| 7 | SUBCOMPACT | 0.874 | 0.856 | 0.792 | 0.788 | 0.809 | 0.817 |
| 8 | %GROWTH | 3.18 | -2.14 | -7.44 | -0.52 | 2.69 | 0.93 |
| 9 | | | | | | | |
| 10 | COMPACT | 0.825 | 0.746 | 0.713 | 0.714 | 0.735 | 0.733 |
| 11 | %GROWTH | 3.40 | -9.57 | -4.42 | 0.18 | 2.90 | -0.30 |
| 12 | | | | | | | |
| 13 | MID-SIZE | 0.636 | 0.697 | 0.630 | 0.633 | 0.645 | 0.655 |
| 14 | %GROWTH | -10.24 | 9.59 | -9.67 | 0.59 | 1.84 | 1.49 |
| 15 | | | | | | | |
| 16 | FULL SIZE | 0.648 | 0.691 | 0.595 | 0.585 | 0.615 | 0.631 |
| 17 | %GROWTH | 0.61 | 6.58 | -13.93 | -1.54 | 5.13 | 2.57 |
| 18 | | | | | | | |
| 19 | LUXURY | 0.716 | 0.738 | 0.691 | 0.684 | 0.700 | 0.709 |
| 20 | %GROWTH | 4.79 | 3.12 | -6.38 | -1.05 | 2.37 | 1.21 |
| 21 | | | | | | | |
| 22 | | | | | | | |
| 23 | TOTAL USED CARS PURCHASED | 16.89 | 18.95 | 15.39 | 15.61 | 16.58 | 17.44 |
| 24 | MILL AUTOS | 22.41 | 12.17 | -18.77 | 1.45 | 6.18 | 5.18 |
| 25 | %GROWTH | | | | | | |

TABLE 1.09 USED CAR MARKET

| LINE | ITEM | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | 2908.94 | 3026.67 | 3171.55 | 3305.29 | 3429.64 | 3571.92 |
| 2 | DOLLARS | 4.68 | 4.05 | 4.79 | 4.22 | 3.76 | 4.15 |
| 3 | %GROWTH | | | | | | |
| 4 | | | | | | | |
| 5 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 6 | SURCOMPACT | | | | | | |
| 7 | RATIO | 0.800 | 0.788 | 0.802 | 0.812 | 0.810 | 0.811 |
| 8 | %GROWTH | -2.08 | -1.50 | 1.81 | 1.20 | -0.21 | 0.14 |
| 9 | | | | | | | |
| 10 | COMPACT | | | | | | |
| 11 | RATIO | 0.709 | 0.696 | 0.709 | 0.713 | 0.712 | 0.713 |
| 12 | %GROWTH | -3.21 | -1.90 | 1.80 | 0.67 | -0.20 | 0.17 |
| 13 | | | | | | | |
| 14 | MIN-SIZE | | | | | | |
| 15 | RATIO | 0.655 | 0.650 | 0.654 | 0.659 | 0.657 | 0.660 |
| 16 | %GROWTH | 0.06 | -0.72 | 0.55 | 0.72 | -0.25 | 0.43 |
| 17 | | | | | | | |
| 18 | FULL SIZE | | | | | | |
| 19 | RATIO | 0.623 | 0.610 | 0.623 | 0.638 | 0.637 | 0.637 |
| 20 | %GROWTH | -1.32 | -2.15 | 2.25 | 2.40 | -0.28 | 0.13 |
| 21 | | | | | | | |
| 22 | LUXURY | | | | | | |
| 23 | RATIO | 0.705 | 0.697 | 0.705 | 0.712 | 0.711 | 0.712 |
| 24 | %GROWTH | -0.58 | -1.06 | 1.07 | 1.10 | -0.14 | 0.06 |
| 25 | | | | | | | |
| 26 | TOTAL USED CARS PURCHASED | 17.68 | 17.04 | 17.75 | 18.73 | 18.81 | 18.90 |
| 27 | MILL AUTOS | 1.40 | -3.65 | 4.16 | 5.55 | 0.41 | 0.50 |
| 28 | %GROWTH | | | | | | |

TABLE 1.00 USED CAR MARKET

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | 3713.32 | 3855.27 | 4012.96 | 4176.95 | 4338.10 | 4504.66 |
| 2 | DOLLARS | | | | | | |
| 3 | %GROWTH | 3.96 | 3.82 | 4.09 | 4.09 | 3.86 | 3.84 |
| 4 | | | | | | | |
| 5 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 6 | | | | | | | |
| 7 | SUBCOMPACT | | | | | | |
| 8 | RATIO | 0.813 | 0.810 | 0.809 | 0.807 | 0.809 | 0.815 |
| 9 | %GROWTH | 0.20 | -0.29 | -0.15 | -0.19 | 0.25 | 0.66 |
| 10 | | | | | | | |
| 11 | COMPACT | | | | | | |
| 12 | RATIO | 0.714 | 0.711 | 0.712 | 0.709 | 0.709 | 0.713 |
| 13 | %GROWTH | 0.09 | -0.37 | 0.17 | -0.44 | 0.01 | 0.56 |
| 14 | | | | | | | |
| 15 | MID-SIZE | | | | | | |
| 16 | RATIO | 0.660 | 0.659 | 0.658 | 0.658 | 0.658 | 0.661 |
| 17 | %GROWTH | -0.03 | -0.11 | -0.21 | 0.10 | -0.08 | 0.50 |
| 18 | | | | | | | |
| 19 | FULL SIZE | | | | | | |
| 20 | RATIO | 0.640 | 0.638 | 0.634 | 0.634 | 0.638 | 0.645 |
| 21 | %GROWTH | 0.47 | -0.35 | -0.63 | 0.03 | 0.62 | 1.02 |
| 22 | | | | | | | |
| 23 | LUXURY | | | | | | |
| 24 | RATIO | 0.713 | 0.712 | 0.710 | 0.710 | 0.712 | 0.716 |
| 25 | %GROWTH | 0.21 | -0.18 | -0.29 | -0.00 | 0.32 | 0.49 |
| 26 | | | | | | | |
| 27 | TOTAL USED CARS PURCHASED | 19,29 | 19,40 | 19,47 | 19,76 | 19,77 | 20,20 |
| 28 | MILL AUTOS | 2.04 | 0.61 | 0.35 | 1.46 | 0.06 | 2.21 |
| 29 | %GROWTH | | | | | | |

TABLE 1.09 USED CAR MARKET

| LINE | I T E M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | 4667.75 | 4835.09 | 5011.41 | 5190.92 | 5378.16 | 5574.33 |
| 2 | | 1.62 | 3.59 | 3.65 | 3.58 | 3.61 | 3.65 |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | PRICE OF 1 YR OLD CAR/NEW CAR | | | | | | |
| 6 | | | | | | | |
| 7 | SUBCOMPACT | | | | | | |
| 8 | | 0.816 | 0.814 | 0.811 | 0.809 | 0.809 | 0.809 |
| 9 | | 0.18 | -0.28 | -0.31 | -0.28 | -0.06 | 0.09 |
| 10 | COMPACT | | | | | | |
| 11 | | 0.715 | 0.713 | 0.710 | 0.707 | 0.707 | 0.708 |
| 12 | | 0.18 | -0.28 | -0.28 | -0.42 | -0.02 | 0.10 |
| 13 | MID-SIZE | | | | | | |
| 14 | | 0.661 | 0.660 | 0.659 | 0.659 | 0.659 | 0.659 |
| 15 | | -0.06 | -0.10 | -0.12 | -0.04 | -0.04 | 0.01 |
| 16 | FULL SIZE | | | | | | |
| 17 | | 0.646 | 0.644 | 0.641 | 0.640 | 0.639 | 0.639 |
| 18 | | 0.23 | -0.40 | -0.46 | -0.16 | -0.15 | 0.11 |
| 19 | LUXURY | | | | | | |
| 20 | | 0.716 | 0.715 | 0.714 | 0.713 | 0.712 | 0.713 |
| 21 | | 0.11 | -0.20 | -0.22 | -0.10 | -0.07 | 0.05 |
| 22 | | | | | | | |
| 23 | TOTAL USED CARS PURCHASED | 20.44 | 20.49 | 20.51 | 20.62 | 20.70 | 20.90 |
| 24 | MILL AUTOSI | 1.19 | 0.22 | 0.12 | 0.50 | 0.39 | 1.00 |
| | %GROWTH | | | | | | |

TABLE 1.09 USED CAR MARKET

| LINE | I T F M | 1999 | 2000 |
|------|-------------------------------|---------|---------|
| 1 | AVERAGE WHOLESALE PRICE | DOLLARS | |
| 2 | | 5774.95 | 5982.30 |
| 3 | | %GROWTH | 3.60 |
| 4 | | | 3.59 |
| 5 | PRICE OF 1 YR OLD CAR/NEW CAR | | |
| 6 | | | |
| 7 | SUBCOMPACT | RATIO | 0.809 |
| 8 | | %GROWTH | -0.03 |
| 9 | | | |
| 10 | COMPACT | RATIO | 0.708 |
| 11 | | %GROWTH | -0.03 |
| 12 | | | 0.707 |
| 13 | MID-SIZE | RATIO | -0.06 |
| 14 | | %GROWTH | |
| 15 | | | 0.659 |
| 16 | FULL SIZE | RATIO | 0.01 |
| 17 | | %GROWTH | 0.10 |
| 18 | | | |
| 19 | LUXURY | RATIO | 0.640 |
| 20 | | %GROWTH | 0.03 |
| 21 | | | 0.639 |
| 22 | | RATIO | -0.02 |
| 23 | | %GROWTH | |
| 24 | | | 0.713 |
| 25 | | RATIO | -0.01 |
| 26 | | %GROWTH | 0.01 |
| 27 | | | |
| 28 | TOTAL USED CARS PURCHASED | | |
| 29 | | | |
| 30 | MILL AUTOS | 21.06 | 21.15 |
| 31 | %GROWTH | 0.75 | 0.44 |

AUTO MODEL FORECAST 1975 - 2000

TABLE 1,10 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|-------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SURCOMPACT & COMPACT | 0.4246 | 0.4080 | 0.3981 | 0.3935 | 0.3952 | 0.3974 |
| 5 | | | | | | | |
| 6 | MID-SIZE | 0.2315 | 0.2352 | 0.2352 | 0.2357 | 0.2370 | 0.2367 |
| 7 | | | | | | | |
| 8 | FULL SIZE | 0.2418 | 0.2785 | 0.2952 | 0.3017 | 0.2971 | 0.2935 |
| 9 | | | | | | | |
| 10 | LUXURY | 0.0901 | 0.0900 | 0.0898 | 0.0898 | 0.0903 | 0.0908 |
| 11 | | | | | | | |
| 12 | TOTAL | 0.9880 | 1.0117 | 1.0183 | 1.0208 | 1.0196 | 1.0184 |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 16 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 17 | | | | | | | |
| 18 | SURCOMPACT & COMPACT | 0.5085 | 0.4286 | 0.4236 | 0.4104 | 0.4097 | 0.4104 |
| 19 | | | | | | | |
| 20 | MID-SIZE | 0.2273 | 0.2846 | 0.2575 | 0.2410 | 0.2287 | 0.2291 |
| 21 | | | | | | | |
| 22 | FULL SIZE | 0.1690 | 0.1982 | 0.2517 | 0.2875 | 0.2876 | 0.2880 |
| 23 | | | | | | | |
| 24 | LUXURY | 0.0927 | 0.0917 | 0.0907 | 0.0904 | 0.0911 | 0.0917 |
| 25 | | | | | | | |
| 26 | TOTAL | 0.9975 | 1.0031 | 1.0235 | 1.0293 | 1.0172 | 1.0193 |

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|------|-------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SURCOMPACT & COMPACT | 0.3943 | 0.3919 | 0.3900 | 0.3874 | 0.3856 | 0.3859 |
| 5 | | | | | | | |
| 6 | MID-SIZE | 0.2377 | 0.2379 | 0.2379 | 0.2386 | 0.2377 | 0.2376 |
| 7 | | | | | | | |
| 8 | FULL SIZE | 0.2932 | 0.2963 | 0.2982 | 0.3003 | 0.3025 | 0.2959 |
| 9 | | | | | | | |
| 10 | LUXURY | 0.0913 | 0.0919 | 0.0926 | 0.0936 | 0.0948 | 0.0959 |
| 11 | | | | | | | |
| 12 | TOTAL | 1.0166 | 1.0100 | 1.0187 | 1.0200 | 1.0207 | 1.0153 |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 16 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 17 | | | | | | | |
| 18 | SURCOMPACT & COMPACT | 0.4049 | 0.3997 | 0.3965 | 0.3925 | 0.3906 | 0.3954 |
| 19 | | | | | | | |
| 20 | MID-SIZE | 0.2322 | 0.2319 | 0.2321 | 0.2335 | 0.2323 | 0.2357 |
| 21 | | | | | | | |
| 22 | FULL SIZE | 0.2930 | 0.2998 | 0.3026 | 0.3042 | 0.3052 | 0.2932 |
| 23 | | | | | | | |
| 24 | LUXURY | 0.0925 | 0.0934 | 0.0945 | 0.0961 | 0.0979 | 0.0994 |
| 25 | | | | | | | |
| 26 | TOTAL | 1.0225 | 1.0248 | 1.0257 | 1.0264 | 1.0260 | 1.0237 |

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T E M | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 |
|------|-------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | 0,3847 | 0,3831 | 0,3821 | 0,3807 | 0,3800 | 0,3779 |
| 5 | | | | | | | |
| 6 | MID-SIZE | 0,2372 | 0,2367 | 0,2362 | 0,2364 | 0,2352 | 0,2354 |
| 7 | | | | | | | |
| 8 | FULL SIZE | 0,2927 | 0,2896 | 0,2858 | 0,2818 | 0,2794 | 0,2758 |
| 9 | | | | | | | |
| 10 | LUXURY | 0,0970 | 0,0981 | 0,0991 | 0,1001 | 0,1011 | 0,1022 |
| 11 | | | | | | | |
| 12 | TOTAL | 1,0116 | 1,0075 | 1,0032 | 0,9991 | 0,9956 | 0,9913 |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 16 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 17 | | | | | | | |
| 18 | SUBCOMPACT & COMPACT | 0,3967 | 0,3976 | 0,3993 | 0,4002 | 0,4014 | 0,4011 |
| 19 | | | | | | | |
| 20 | MID-SIZE | 0,2375 | 0,2389 | 0,2399 | 0,2419 | 0,2405 | 0,2424 |
| 21 | | | | | | | |
| 22 | FULL SIZE | 0,2878 | 0,2836 | 0,2791 | 0,2748 | 0,2735 | 0,2710 |
| 23 | | | | | | | |
| 24 | LUXURY | 0,1007 | 0,1019 | 0,1029 | 0,1038 | 0,1047 | 0,1057 |
| 25 | | | | | | | |
| 26 | TOTAL | 1,0227 | 1,0220 | 1,0211 | 1,0207 | 1,0201 | 1,0202 |

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

| LINE | I T F M | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 |
|------|-------------------------------------|--------|--------|--------|--------|--------|--------|
| 1 | DESIRED SHARES IN STOCK | | | | | | |
| 2 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 3 | | | | | | | |
| 4 | SUBCOMPACT & COMPACT | 0.3756 | 0.3732 | 0.3710 | 0.3685 | 0.3664 | 0.3649 |
| 5 | | | | | | | |
| 6 | MID-SIZE | 0.2350 | 0.2346 | 0.2343 | 0.2340 | 0.2338 | 0.2334 |
| 7 | | | | | | | |
| 8 | FULL SIZE | 0.2735 | 0.2711 | 0.2689 | 0.2678 | 0.2666 | 0.2654 |
| 9 | | | | | | | |
| 10 | LUXURY | 0.1032 | 0.1043 | 0.1054 | 0.1065 | 0.1076 | 0.1087 |
| 11 | | | | | | | |
| 12 | TOTAL | 0.9873 | 0.9833 | 0.9796 | 0.9769 | 0.9744 | 0.9724 |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | DESIRED SHARES IN NEW REGISTRATIONS | | | | | | |
| 16 | BEFORE RECONCILING SUM TO 1.0 | | | | | | |
| 17 | | | | | | | |
| 18 | SUBCOMPACT & COMPACT | 0.4001 | 0.3990 | 0.3981 | 0.3960 | 0.3945 | 0.3938 |
| 19 | | | | | | | |
| 20 | MID-SIZE | 0.2429 | 0.2434 | 0.2438 | 0.2440 | 0.2442 | 0.2441 |
| 21 | | | | | | | |
| 22 | FULL SIZE | 0.2707 | 0.2705 | 0.2702 | 0.2713 | 0.2718 | 0.2716 |
| 23 | | | | | | | |
| 24 | LUXURY | 0.1067 | 0.1077 | 0.1088 | 0.1099 | 0.1110 | 0.1121 |
| 25 | | | | | | | |
| 26 | TOTAL | 1.0204 | 1.0206 | 1.0209 | 1.0213 | 1.0216 | 1.0216 |

TABLE 1.10 UNADJUSTED SHARES BY SIZE CLASS

| LINE | ITEM | 1999 | 2000 |
|------|---------------------------------|--------|--------|
| 1 | 11 DESIRED SHARES IN STOCK | | |
| 2 | 2 BEFORE RECONCILING SUM TO 101 | | |
| | | 0.3635 | 0.3615 |
| | | 0.2331 | 0.2336 |
| | | 0.2627 | 0.2637 |
| | | 0.1097 | 0.1107 |
| | | 0.6707 | 0.6695 |
| | | 0.3930 | 0.3910 |
| | | 0.2739 | 0.2720 |
| | | 0.2719 | 0.2715 |
| | | 1.0218 | 1.0218 |

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| LINE | I T F M |
|------|---------------------------------|
| 1 | UNDESIRIED SHARES IN STOCK |
| 2 | 21REFORE RECONCILING SUM TO 1.0 |
| 3 | 11 |

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